

THE NATIONAL Provisioner

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Meat Packing and Allied Industries

Volume 81

JULY 27, 1929

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Number 4

A "RED HOT" TIP

MADISON SQUARE GARDEN CORPORATION

49TH AND 50TH STREETS-EIGHTH AVENUE

NEW YORK

JUNE 22, 1929.

Mr. Frank H. Finner, President,
Ainif Food Inc., Manhattan Division,
40th Street & 11th Avenue,
New York City.

Dear Mr. Finner,

As the season has drawn to a close, you will find enclosed our contract for the ensuing year. Undoubtedly you will be very pleased to learn that we can only pass on very commendable compliments on the service, quality and cooperation that you have given us and also take pleasure in informing you that since we have handled the Skinless Frankfurters, our business has doubled itself, and hope that we can continue on to increase the sales of these Skinless Frankfurters in the future.

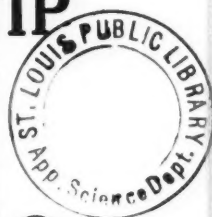
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BY *Wm. H. Grant*

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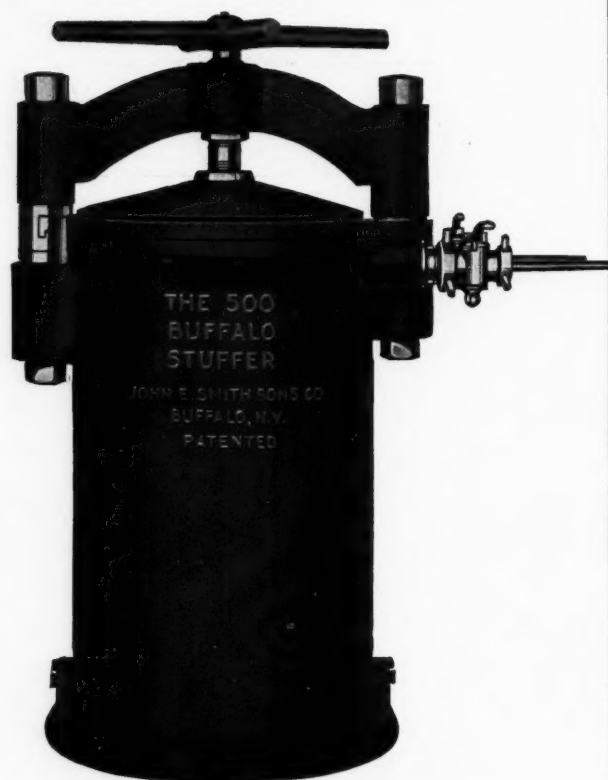
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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Volume 81. No. 4

JULY 27, 1929

Chicago and New York

Changed Conditions Point to the Meat Packer as an Economical Food Distributor

Meat packers are seen in a new light as food distributors because of changed economic conditions.

Pictured by politicians and others as food monopolists a few years ago, they are today in the class with those industries which are being urged even by the government to cooperate in the elimination of waste in distribution.

The latest indication of this trend toward waste elimination is the advice given by the Federal Farm Board to fruit co-operatives to eliminate unnecessary distributive expense before they come to the board for relief under the farm act.

What applies in this case is equally good advice to privately-owned commercial enterprises. Such advice has been given from governmental sources repeatedly in recent years.

In view of this situation the past action of the courts in ordering certain meat packers to divest themselves of unrelated lines is an anomaly. But it is an inconsistency that may be the first step on the right road to the settlement of a vexed question.

The legal status of what is generally known as the "packers' consent decree" has been further advanced by an order entered July 25 in the District of Columbia Supreme Court by Justice Bailey, continuing until October 2 hearings on this decree—which requires packers to liquidate their business holdings outside of meat and produce lines.

Only the four large packers participated in the consent decree and the present order is limited to these four packers—Armour and Company, Swift & Company, Wilson & Co., and the Cudahy Packing Co.

The decree, entered into in 1920, has been under suspension owing to intervention by the California Canneries Company. Two months ago the United States Supreme Court ruled that the canners had no right to intervene. The order of Justice Bailey provides for postponement until Oct. 2 of argument as to final enforcement, modification or revocation of this decree.

For some time it has been recognized that changes in methods of distribution brought about by changing consumer demand and new retail outlets have placed a different aspect on meat packers acting as food distributors.

Faced as an Economic Problem

It is possible that a new attack will be made on the decree, based on changed economic conditions, particularly the spread of chain stores and the overlapping activities of many chains.

What was unusual at the time the decree was signed is today usual.

Livestock interests, for example, may be safeguarded by a revocation or modification of the restriction placed upon the packers by the decree. They recognize that if packers are permitted to use their great economic organizations to lessen costs of food distribution generally, it will automatically lessen costs of meat distribution.

This will be reflected not only

to the livestock producer, but to the consumer as well.

The consent decree limits packers in the economical distribution of meats. This is contrary to the present trend toward the elimination of waste in distribution.

Commenting on the situation F. Edson White, president of Armour and Company, says:

Packer Comments on Situation

"The court order has cleared the legal status of the packers' consent decree. The way is now open for the representation of those who seek consideration of the matter on its economic aspect.

"The restrictions placed upon packers by the decree are not necessary to assure fair competition in preparing and distributing food products. On the contrary, these restrictions prevent complete use of meat-packing manufacture and distributing organization and the result is an economic loss to producers of livestock and the consumers of meat.

"In the view of the widespread

demand of livestock producers for the abolition or modification of the decree, and in view of the new conditions existing in food business by reason of the growth of chain stores and other changes being effected in distributing methods, the court in the near future will be asked to give consideration to the making of such changes in the decree as changed business conditions demand and will be of distinct benefit to the public."

CONSIDER WASTE ELIMINATION.

A special meeting of the Committee on Distribution Problems of the Institute of American Meat Packers, of which Mr. I. M. Hoagland of Armour and Company is chairman, will be held August 16 at the Institute offices.

This meeting represents another step in the Institute's efforts to outlaw unfair and uneconomic trade practices in the packing industry. In last week's issue of THE NATIONAL PROVISIONER eleven resolutions, recommended by the Committee on Elimination of Waste and approved by the Executive Committee, were announced.

It is to consider certain suggestions made in connection with additional resolutions that the special meeting of the Committee on Distribution Problems is being held. At this meeting the Committee will review such suggestions with the possibility of recommending them to the Executive Committee for approval and will consider new resolutions that have been proposed.

Soon after this meeting of the Committee on Distribution Problems another meeting of the Commission on Elimination of Waste, and then of the Executive Committee, will be held in preparation for the Trade Practice Conference.

PRODUCERS BOOST MEAT CAUSE.

Promotion of meat consumption is the object of a permanent organization of cattle and hog producers and feeders of Nebraska and adjoining livestock states, formed at a meeting in Omaha on July 5. The organization will be known as the Interstate Livestock Producers' Committee.

Harry Hopley, well known Shorthorn breeder and cattle feeder of Atlantic, Iowa, was made chairman of the committee, and Dan Hildebrand, president of the Nebraska Cattle Feders Association, vice-chairman.

Another meeting will be held at Omaha on August 9, at which representatives of the different livestock producers and feeders organizations of Nebraska, Iowa, Missouri, Kansas, Colorado, Montana, Wyoming, and South Dakota will outline a plan of operation. It is the purpose of the committee to work in close cooperation with the National Livestock and Meat Board in its campaign for increased meat consumption.

ARGENTINE BEEF METHODS.

Thomas E. Wilson, president of Wilson & Co., Chicago, has just returned from an extended visit to South America and England, accompanied by Mrs. Wilson and their son, Edward Wilson, who is an executive of the company.

The party visited the company's plants south of the equator, its two large ranches some distance from Sao Paulo, Brazil, and other Brazilian ranches as well as estancias in Argentina. They returned by way of Great Britain, where Mr. Wilson inspected his company's interests.

As one of the leading Shorthorn breeders in the United States as well as a leading beef packer, Mr. Wilson found much of interest in the breeding, feeding and general methods followed in cattle raising, especially in the Argentine.



THOMAS E. WILSON.

He was especially impressed with the high type of commercial cattle produced there. The ranchers have been wise enough to import from abroad the finest breeding stock obtainable, without regard to price. This practice of acquiring high type bulls, most of which are Shorthorns, has been going on for 75 years, and as a result a high-grade beef animal is produced throughout the republic.

The fancy cattle coming to Argentine packing plants have been fattened entirely on alfalfa, although Argentina is the largest corn producing country in the Southern Hemisphere. There is abundant pasture the year round, and these high-grade cattle put on an excellent finish on alfalfa and require no corn.

The practice of the Argentine rancher is to have his alfalfa fields fenced, then turn in a herd of cattle and keep them in the field until it is grazed down as far as feasible to avoid damage to the pasture; then they are moved to another field.

The ranchers have their cattle production standardized to a fine point, and the plan is carried out to the minutest detail by all, from the head of the estancia to the humblest workman.

Much pride is taken in the appearance of the herds, and at times they are graded even to the point of separating the animals by color, red cattle being pastured together and roans in another herd. Not so many white Shorthorns are in evidence.

Mr. Wilson found considerable improvement in the Brazilian cattle, which are fed almost entirely on the native grasses. These grasses have considerable fattening value, as they have a large oil content which becomes quickly evident if the grass is pulled through the hand. On his visit to England Mr. Wilson found this Brazilian beef is acquiring an increasingly good reputation on the British market.

During the course of his stay in Buenos Aires Mr. Wilson visited the fine new municipal slaughtering plant nearing completion there, and found it to be modern in every respect. He describes it as the last word in machinery and equipment, all machines being operated by direct-connected electric motors. The plant is not yet in operation, as the selection of the executive staff has not been completed.

This plant is in no sense a competitor of established packers in Argentina. It is designed to replace local slaughtering, which has been conducted in an unsatisfactory and highly unsanitary fashion. The city built it with the idea of insuring a sanitary local meat supply.

PACKERS AND LIVESTOCK MEN.

H. R. Davison, director of the Departments of Waste Elimination and Live Stock of the Institute of American Meat Packers, spoke before the annual meeting of the Wyoming Wool Growers' Association on Friday, July 19, at Casper, Wyo. Mr. Davison, in his talk, stressed the further need of mutual understanding between the livestock producer and the processor of meat. He called attention to the increased feeling of confidence which has been established in the last few years among producers, packers and consumers. He also pointed out the need of adequately advertising the products of the livestock and meat industry.

Watch the Wanted page for opportunities.

Barbecue Trade Is an Important Meat Outlet

Roadside Stands Are Substantial Prospects for Increased Sales of Packer Products During the Summer

Now that summer is here, there is one important outlet for meats and meat products which has received too little consideration in the past.

This is the barbecue or roadside stand, catering chiefly to the automobile trade, particularly during the summer months.

The barbecue stand is not a new venture. Almost as soon as the automobile came into general use the so-called "red hot" stand appeared—and has been increasing in numbers ever since.

Today there are over 30,000 barbecue stands, scattered over every state in the country. Hardly a motor road is without its substantial quota. And on the outskirts of every city of any size it is possible to count such stands by the score.

And all of them are buyers of meats for marketing in sandwich or light lunch form, in a total volume which, even today, is not perhaps fully understood.

The Barbecue Outlet

How much meat does the average roadside stand purchase in a year?

Any answer to this question, based on the average barbecue consumption, would have little or no value to the meat packer, for several reasons.

In the first place, the size of such establishments varies greatly, from the traveling "red hot" wagon to the pretentious roadside inn which not only sells barbecue sandwiches but also has a good business as a regular restaurant.

Then, too, a majority of the roadside stands do their greatest business during about four months of the year—June, July, August and September. Some, however—on main traveled concrete roads, close to large cities—stay open and do a considerable business all year 'round.

Five Tons of Meat to One Stand.

Nevertheless, even for such a seasonal business, the amount of meats consumed per year by individual stands is decidedly not insignificant.

For instance, one small barbecue establishment located near Elgin, Ill.,

buys fully five tons of meat during its short summer season.

Such a business, consuming over a ton of meat per month, certainly warrants attention by the motor delivery service of any enterprising packer.

There is an additional reason why packers should consider seriously the barbecue outlet for their products. It is in the summer months, when the average retail meat business is somewhat slack, that the barbecue proprietor gets his greatest share of trade.

Located to Attract Trade.

Situated as they are, in prominent locations on our public highways, with thousands of motorists passing daily throughout the hot months, roadside stands tempt the meat appetite of the hungry tourist.

Barbecue ovens usually are placed in plain sight of the road. And it is a fact that, in hot weather, motorists who prefer not to eat cooked meats at home will purchase barbecued meats by the roadside rather than other foods.

Therefore, in view of the importance of the barbecue outlet from the standpoint of the merchandising meats during summer months, the matter of how and where the roadside stands buy their supplies is of considerable interest to the meat industry.

The experiences of a typical stand, such as the one mentioned here, are worthy of note.



BRINGING IN THE DAY'S SUPPLY.

W. C. Morris, Elgin, Ill., (shown on the left), carrying 21-pound hams to the barbecue ovens.

Four of these hams, and as many rolls of beef, constitute a day's requirements at this stand.

When the first barbecue stands set up shop—and, in most cases, up until within recent years—these enterprises bought all their meats from retail meat shops in nearby towns or cities. Thus it was with W. C. Morris, proprietor of this particular stand.

Buying Methods of Stands.

He soon abandoned this method of purchasing, however, and began to buy from the wholesale markets in Chicago, 40 miles from Elgin. Even though it required his purchasing a truck of his own, he found that it paid him to drive the 40 miles to Chicago and 40 miles back, every day, to procure his meats.

This was over five years ago. At that time the packer salesmen with whom he came in contact had not yet been convinced as to the volume his place would consume. Quantity differentials, of course, ought to be based on assured rather than potential volume.

Soon, however, packers were convinced that Mr. Morris' average meat order—for the seven days of each week, rather than for week-ends alone—was running as high as 200 lbs. a day in the height of the barbecue season, and over five tons for the summer season.

Today Morris secures his meats direct from packers whose motor delivery trucks make regular calls at his stand.

Importance of This Outlet.

The meat industry, it appears, is coming to realize the importance of the barbecue outlet for its products. However, there still are many roadside establishments which have not been developed as packer prospects.

If, out of a total of over 30,000 such stands, only one thousand consume as much meat per season as Morris does, this means that they furnish a market for well over 5,000 tons of meat between May and October, annually.

As to the variety of meats consumed by the barbecue trade, at first the frankfurter reigned supreme. As a matter of fact, the frankfurter for some time had a near monopoly of the field. Hence the origin of the name, "red hot stand."

Uses Large Line of Meats.

The barbecue trade today uses practically every kind of meat that can be cooked by roasting, including spare ribs. Some meats, however, have proved more popular than others in this trade.

One unusually large enterprise buys,

as a weekly average during July and August, about 500 lbs. of sirloin beef butts, and pork butts, 200 lbs. of hamburger, 100 lbs. in baked and sugar cured hams and considerable quantities of frankfurts.

Another and smaller stand consumes between 250 and 300 lbs. of beef and pork weekly in midsummer. This latter stand comes closer to average barbecue consumption than the former.

Mr. Morris has tried them all, but has not kept up the variety. He has found that the widest and steadiest market exists for ham, pork and beef. Chicken also, he finds, is proving quite popular today.

Big Trade in Small Space.

He prepares all his roasts himself, buying steer ribs only for his beef. The roasts are made as nearly equal in size as possible, which aids considerably in equalizing the cooking time per roast, without continual close supervision.

It might be imagined that Mr. Morris is able to use 5 tons of meat per season only because his establishment is unusually large, highly advertised or otherwise above average in physical layout. This is not true.

His place is exceptionally typical, and does not vary much from other stands. The stand is of average size, prominently situated on the highway, as it should be. Its only display features are the barbecue ovens—facing and close to the road—several illuminated pigs mounted on the roof, and a large sign.

The building which contains the service counter, warming ovens, electric apparatus for keeping warm his day's supply of barbecue sauce, the carving tables, etc., is only 20 feet by 12 feet wide.

However, experience has shown him that it pays to keep his stand neat and attractive. Autoists will pass an untidy, unpainted stand, plastered with all manner and variety of signs, but will draw in at a stand which is inviting in appearance, and serves good foods prepared in a sanitary manner.

Trade Overdone in Some Spots.

In some localities the point of saturation seems to have been reached in the number of stands. On one highway leading into Chicago there are some 50 stands in a 26-mile stretch of road.

A few of these stands are prosperous, some do a fair business; but many of them barely make expenses. Nor does the size of the enterprise necessarily mean prosperity.

One large enterprise on this 26-mile stretch has a property investment exceeding \$100,000. In previous years the proprietor prospered amazingly with one-third as large an investment. But when he bought out his competitor and added other buildings—restaurant, grocery and fruit store and ornate soda "palace"—his troubles began. Whether or not he will make expenses this year is doubtful.

Secret of Roadside Stand Success.

In the opinion of one packer who does a considerable barbecue business, the secret of success with a roadside business lies in individuality and in knowledge of the products handled. He declares that the most successful of his barbecue customers is a man who has had years of experience as a restaurant chef, a retail meat dealer and a meat salesman, and who specializes in barbecued beef.

It is unquestionably true, also, that the appearance of the roadside stand is far better now than it was several years ago, just as the appearance of the modern gas service station in vastly superior today to that of ten years ago. Both changes are largely attributable to a "motor conscious" public, an appreciation of the motorist trade.

Many ramshackle wayside shanties still purvey foods, however, and it is felt that if public opinion can be aroused sufficiently against them, the barbecue outlet will have no place for such structures. Their existence hurts the entire barbecue trade in the eyes of motorists and, therefore, directly affects the business of the meat packer.

One far-sighted packer who, realizing this, has become active in steps to eliminate the unsightly and unsanitary wayside stand, is the Adolf Gobel Co., New York City.

Packer Helps Trade to Improve.

The Gobel Co. is one of the largest financial supporters of the work initiated by the Art Center League of New York and the American Civic Association of Washington to improve and beautify roadside refreshment stands, and to increase their merchandising possibilities.

Contests were inaugurated and prizes awarded for orderly and ideal arrangements of stands and surroundings, and for their upkeep over a period of years. These contests were described in THE NATIONAL PROVISIONER from year to year as they took place.

To the meat packer, any improvement caused by this movement will have a direct bearing on his sale of meats to the barbecue trade. Attractive, inviting stands will result in increased public confidence in the foods they sell.

Another way in which packers can increase their barbecue business is by helping stand owners to be better business men, better merchandisers of cooked meats.

Can Teach Better Merchandising.

When a salesman finds a stand where the foods are not being properly prepared, he should try to improve the situation. It is as much to his own interest to do this as it is to that of the proprietor.

For instance, a packer found that one of his barbecue customers had ceased to buy his chickens. It took him some time to find the reason for this, but he finally discovered that the proprietor was not handling his fowls properly. They soured before he could cook them.

By pointing out wherein the stand owner's methods were wrong, the packer not only regained his customer but also made a lasting friend. Today this stand buys more chickens than ever before.

This, by cooperating with the barbecue trade both to beautify the stands outwardly and to improve their methods of preparing and serving foods, the packers can do much to better this outlet for their merchandise. And the volume of meats required by this trade will be materially increased.



TYPICAL ROADSIDE STANDS OF THE MODERN ARTISTIC TYPE AND ATTRACTIVE SURROUNDINGS.

These stands won first and second prizes in the national competition. The one on the left is located at Hoosick Falls, N. Y., and that on the right at Boswell, Pa.

Chain Store Development in Meat Distribution

Comparative Cost Studies Made in Three Chain Stores Show That Management Plays an Important Part in the Profits Earned

IV—Chain Store Cost Studies

The human element influences results in the retail meat store to a greater extent than in most other retail lines.

Losses are bound to occur unless the one in charge knows meats, how to cut and price them to the best advantage, and how to handle and care for his stock.

The personnel factor is particularly a problem in the chain meat store. It explains why, in many cases, a store with a comparatively small turnover will show a better profit than one doing a larger business. The manager knows how to cut more profit out of the carcasses.

This necessity for skill in cutting in the retail shop is an argument, many claim, for machine cutting and for the more general wrapping and packaging of consumer fresh cuts.

Under such an arrangement the need for expert meat cutters is done away with, there is less waste and loss, and the retailer knows exactly what his merchandise costs him and what he must charge for it to make a fair profit.

The result of faulty methods of cutting and other interesting details of chain store costs are brought out in the following article, the fourth and last of a series written especially for THE NATIONAL PROVISIONER by a student of the chain store movement.

The first of this series traced the growth of the meat chain and described the general organization of a typical one-man market establishment. The second dealt with store layout and equipment, purchasing methods and chain personnel, and the third with inventory control methods.

Costs and Profits

By Ernest F. Witte.

The company referred to in these articles, when it opens a market, figures not only on the net profit which it expects to get from the market itself, but also figures that the sales—and hence the profits of the grocery business in that store—will be increased as well.

For that reason a market is operated for one year regardless of whether it makes a profit or not; but if after the year is up the market is still losing money, it will be discontinued.

The necessity of closing a market has

occurred only once or twice, since the situation is studied carefully before the market is opened.

Officials have estimated that the least volume of sales they can have for a market and still make a profit is from \$350 to \$400 per week, with about a minimum of 800 customers. From this volume, with careful management, a gross of 25 per cent can be made, which will allow a net profit of 2 per cent if expenses are watched carefully.

Operations of Three Stores.

Following is a statement for three stores in the chain, giving actual figures* with regard to the operations of these three stores:

STORE NO. 1.		Per cent to sales.
		\$100.00
Total sales per week.....	\$ 774.16	
Purchases	658.28	
Less inventory increase.....	23.90	
Total cost goods sold.....	\$ 634.38	81.94
Gross profit	\$ 139.78	18.05
Store expenses:		
Salary	50.88	7.73
Rent**	10.00	1.29
Ice, heat, light.....	6.92	.89
Insurance .....	.37	.04
Advertising	4.94	.63
Supplies	8.06	1.04
Misc. expense† .....	.64	.08
Taxes .....	.10	.01
Total	\$ 90.91	\$ 11.74
Net profit	\$ 48.87	\$ 6.31
No. of employees.....	1	
Sales per employee.....	\$ 774.16	
Stock turnover	1.3	
Investment (fixtures and equipment)	\$2,256.79	
Inventory	\$ 340.12	

*All figures are weekly averages unless otherwise stated.

**An arbitrary rental is established for the markets, based on the rental for the entire store and the space occupied by the market.

†Includes depreciation, overhead, maintenance and repairs.

STORE NO. 2.		Per cent to sales.
		\$100.00
Total sales per week.....	\$ 803.75	
Purchases	715.53	
Less inventory increase.....	38.80	
Total cost goods sold.....	\$ 676.73	84.19
Gross profit	\$ 127.02	15.80
Store expenses:		
Salary	40.00	4.97
Rent	11.25	1.39
Ice, heat, light.....	6.39	.79
Insurance .....	.28	.003
Advertising	8.87	.48
Supplies	9.30	1.15
Misc. expense	4.70	.58
Telephone .....	.75	.09
Taxes .....	.10	.01
Total	\$ 76.64	9.53
Net profit	\$ 50.38	6.26
No. of employees.....	2	
Sales per employee.....	\$ 401.87	
Stock turnover	1.9	
Investment (fixtures and equipment)	\$2,935.20	
Inventory	\$ 413.36	

*Sales per employee are misleading, as one of the two employees works only part time.

STORE NO. 3.		Per cent to sales.
		\$100.00
Total sales per week.....	\$ 773.79	
Purchases	647.74	
Plus inventory decrease.....	1.70	
Total cost goods sold.....	\$ 649.44	83.92
Gross profit	\$ 124.35	16.07
Store expenses:		
Salary	76.00	9.8
Rent	37.50	4.8
Ice, heat, light.....	16.34	2.1
Insurance .....	.05	.006
Advertising	3.90	.51
Supplies	11.96	1.5
Misc. expense .....	.95	.12
Telephone .....	.83	.10
Taxes .....	.10	.012
Total	\$ 147.72	19.09
Net loss	\$ 22.87	2.95
No. of employees.....	2	
Sales per employee.....	\$ 386.89	
Stock turnover	2.2	
Investment (fixtures and equipment)	\$6,431.05	
Inventory	\$ 340.12	

Analysis of Store Operations.

These figures present some exceedingly interesting information:

Store No. 1, for example, makes the best net profit of all three stores, yet its sales are much smaller than those of store No. 2, and almost the same as store No. 3.

Wherein does it exceed those two stores? Certainly not in the matter of expenses as compared with store No. 2, for in the matter of salary it not only has a higher actual but a much larger percentage, although not so high as No. 3. It does have the lowest rent of the three, but not a great deal lower than No. 2.

Other expenses are approximately the same as for the other stores, with the exception of miscellaneous. This item is explained by the fact that its repair charges are not so great.

The greater difference is in the cost of merchandise sold. While one cannot be absolutely sure of the reason for this, it is a pretty safe bet that this figure is low because the manager of that market wasted nothing and cut his meats so as to get the most possible weight on his high-priced cuts, in that way lowering the cost of goods sold.

The high salary, comparatively speaking, indicates that the man in charge of this store must be a good employee. So far as turnover goes, it does not indicate that this store is exceptional, it having the lowest of the three and having the highest average inventory.

Low Investment in Equipment.

It is interesting to note that the in-

vestment in fixtures and equipment for this store is the lowest for the three. Another lesson can be had from a study of this store, for while it makes a high gross profit compared with store No. 2, yet the company realizes little more net than from store No. 2.

All of this is saying that, if expenses are not closely controlled, a company stands to realize little more from such a store than from one having a smaller gross but lower expenses. You cannot judge a store either by its net or gross alone. You must have both.

Store No. 2's greatest weakness, compared with the other two stores, is that its cost of merchandise sold is too great, reaching something more than 84 per cent of sales. This probably means but one thing—poor cutting on the part of the market manager.

It should be noted that, even with extra help, the salary bill is less than for No. 1. On the whole, the other expenses are normal.

Turnover in this store almost reaches twice weekly, which is a great deal better than that in store No. 1, and considerably less is tied up in inventory. However, this is somewhat offset by the greater amount tied up in fixtures and equipment.

Store No. 3 Has Special Problems.

Store No. 3 is the worst appearing store of the three, showing an actual net loss of nearly three per cent on sales. This looks and is rather bad on the face of it, but not as bad as it appears.

This is the show market of the chain, being located on the city square. It is a very new market, not having reached its full possibilities at the time this article was prepared, and being given a year to do so. This market must furnish extra service to customers, and has other things to contend with that the other stores in the chain do not have.

It carries a much more complete line of market products, and in order to satisfy all customers carries some of the higher grades of meat on which demand is small. This store is partly an advertising project and hence cannot be judged alone on its profit figures.

There are several points about the statement that are good. Its ratio of cost of goods sold to sales is the lowest of all three stores, its gross profit is second highest, its turnover of stock is very good and its inventory investment is low.

Bad Features of Store No. 3.

Its bad features are:

Sales are not large enough to support two full-time employees—the company has hopes that this will be remedied in time.

Its rental is over three times that of either of the other two stores. This

no doubt will remain the same—or will increase—and is not to be condemned off-hand, because the location was picked mostly for its advertising possibilities. And, if sales increase, the ratio of rent to sales will decrease even though the actual rent remains the same. Other expenses appear to be normal.

Perhaps the greatest single load this store must carry is the heavy investment in fixtures and equipment. This again must not be condemned hastily, because it was the conscious effort of the company to make this store as fine as possible, for its advertising value.

Costs of Chain and Independent.

These figures will warrant further and more careful study than space permits here, and this the interested reader will be left to do. A brief comparison of the figures with the following are exceedingly interesting:

	INDEPENDENTS		CHAINS	
	Carry. Per cent.	Delivery. Per cent.	Carry. Per cent.	Delivery. Per cent.
Net sales	100.00	100.00	100.00	100.00
Cost of merchandise sold	83.15	82.03	79.56	80.07
Gross margin	16.85	17.97	20.44	19.93
Wages of sales force	6.18	6.27	7.99	7.04
Advertising .....	.49	.28	.32	.16
Wrapping .....	.80	.87	.76	.72
Other selling expense .....	.12	.16	.20	.15
Total selling expense	7.59	7.58	9.27	8.07
Refrigeration .....	.44	.58	.80	.91
Heat, light, power .....	.26	.28	.25	.36
Telephone .....	.10	.13	.19	.11
Rent	1.63	1.25	1.27	1.60
Interest .....	.38	.40	.52	.35
Depreciation .....	.44	.24	.61	.21
Repairs .....	.26	.19	.20	.26
Insurance .....	.16	.10	.21	.16
Taxes .....	.06	.05	.11	.01
Losses from bad debts .....	.08	.24	.07	.32
Other general expense .....	.55	.29	.74	.54
Total general expense	4.36	3.75	4.95	4.83
Total expense	14.77	15.43	15.78	17.31
Net profit	2.08	2.54	4.68	2.62

*Taken from U. S. Department of Agriculture Bulletin No. 1317, page 61, table 32.

While the most appropriate figures have been selected from the Department of Agriculture table, it must be borne in mind that the figures are for a whole year, 1919, while those for the chain discussed in this article are weekly averages for the year 1928, which makes comparison somewhat difficult.

Chains Have Higher Gross.

The first thing that stands out is the fact that cost of goods sold to sales is less in the latter figures in all four groups than any one of the stores under discussion, except No. 1 which is lower than the independents cited. It is difficult to say whether the margin of operation was greater in 1919 because of favorable markets, or just what the real explanation is.

It should be noted that in all cases the chain stores have the highest gross. The only store of the chain described herein approaching the government figures is store No. 1.

In order to compare expenses, it will be necessary to re-group Upton store

expenses of this particular company, accordingly:

Total selling expense:

Store No. 1—\$72.88 or 9.4 per cent sales
Store No. 2— 53.17 or 6.6 per cent sales
Store No. 3— 91.95 or 11.8 per cent sales

Total general expense:

Store No. 1—\$18.03 or 2.3 per cent sales
Store No. 2— 23.47 or 2.9 per cent sales
Store No. 3— 55.77 or 7.2 per cent sales

General Expenses Are Low.

It is interesting to note that while the selling expenses of this chain's stores, on the one hand, and the four groups of figures taken from the government reports, on the other, are about the same (store No. 3 is somewhat above the average), it is in the second group—classified in the government report as "general"—that this company's store percentages seem to be decidedly less than those in the other groups.

A comparison, item by item, will

show more clearly just where the difference lies. Note that in both the government report and in the figures presented for this chain's stores (with the exception of store No. 1), the percentage of salaries to sales is higher for the chains than in the case of the independents. This is quite contrary to the general impression.

Attention might be directed to store No. 3's expense classification into "selling" and "general" expenses, simply to call attention to the effect of the heavy rental paid by this store on the "general" expense, decidedly affecting that store's percentage.

Finally, attention should be called to the net profit figures. The stores of the chain being described (barring store No. 3, which is not typical) have a much greater net profit than any of the groups shown in the government figures. This is the result of holding down expenses to a minimum and eliminating waste and losses.

(Continued on page 49.)

THE NATIONAL Provisioner

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A Move for Clean Business

Increasingly open competition in the
buying of livestock and the selling of
meat and meat products is the goal
sought by the packing industry in the
formulation of resolutions to be pre-
sented at a trade practice conference
next fall.

Practices the meat industry is seek-
ing to correct are almost identical with
those that have sprung up in other in-
dustries as a result of sharp competi-
tion, and of improved production meth-
ods that have made possible a volume
output so great as to require much
selling pressure to move it.

There is little relationship between
the woolen goods industry and meat
packing. Yet the former industry has
a set of 14 trade rules, recently ap-
proved by the Federal Trade Commis-
sion, that cover closely practices like
those to be corrected in the meat pack-
ing industry.

Seven of these rules have been placed
in the group that relate to practices
having to do with possible violations
of the law. These are secret rebates,
concessions and allowances, price dis-
crimination, inducing breach of con-
tract, selling goods below cost, com-
mercial bribery and enticement of com-
petitor's employees.

The other seven rules, accepted as
expressions of the trade, relate to terms
of sale, special discounts, misleading
selling prices, free samples and deliv-
eries on consignment.

The same major subjects are covered
in the business code of the gypsum in-
dustry and in the naval stores industry,
both of which are entirely foreign to
meat packing.

In fact, codes of trade practices sub-
mitted for most industries and ap-
proved by the Federal Trade Commis-
sion are practically the same, the vari-
ations relating only to a few practices
peculiar to the product of the industry.

All industries are realizing that they
must "clean house." The remarkable
thing is that the same dirt has been
found in each household!

All will have something of the same
struggle in putting their rules into
practice. Nevertheless, every respon-
sible business man has a certain pride
in living up to his word after it is
given.

This pride of honesty is the best
policeman any industry can have. If
a meat packer subscribes to a pre-
scribed set of rules he will live up to
them, and see to it that they are en-
forced by his entire organization. In
so doing there may be slips and neces-
sary changes in personnel where offend-
ers are persistent. But eventually the
rules will be enforced, because it will
be worth while to enforce them.

Beef Supplies and Demand

In European countries the number of
cattle per thousand of human popula-
tion is very small compared with that
in the large cattle producing countries.
This means that these countries have
a much smaller per capita beef con-
sumption, their meat supply being made
up more largely of pork. Also that
they must import a large proportion of
their beef.

When the human population is large
per square mile, the cattle population
must necessarily be small. Here there
is sharper competition between man
and the lower animals for the food
supply.

In Great Britain, for example, the
cattle population per 1,000 people in the
period 1920-1925, was 253; in Germany,
280; in France, 346; in Russia, 335, and
in all other European countries only
113.

In New Zealand, on the other hand,
the number of cattle per 1,000 persons
in the same period was 2,643; in Aus-
tralia, 2,536; in Argentina, 4,260; in
Canada, 1,093, and in the United States,
619.

The United States is a beef eating
nation, and as long as beef can be pro-
cured at a fairly reasonable price beef
consumption will remain at high levels.
This is entirely possible with a cattle
population of say 650 to each 1,000 of
human population.

There is little possibility that under
normal conditions the proportion of
beef cattle to human population in the
United States will approach that shown
for European countries. The present
rate of increase of population in this
country is small, and there are still vast
grazing areas which can be used profit-
ably for the production of calves for
the feedlot.

Practical Points for the Trade

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Smokehouse Construction

An Eastern packer plans to build various smokehouses for smoking meats and sausages, and asks for assistance in planning these houses. He says:

Editor The National Provisioner:

Some months ago we received a copy of your magazine containing a sketch showing the proper method of building a smokehouse for smoking halfsmokes and bologna. We have misplaced this sketch and would like you to send us a copy of it with any information you can with reference to the best manner of constructing the following:

Several smokehouses with single decks to take care of two sausage racks 45 in. square. Also two houses, 7 ft. wide, 9 ft. deep, with 3 decks for smoking meats. The fire pit of these large houses will be below ground level.

In the building of smokehouses, as in the construction of other important packinghouse units, plans should be prepared by packinghouse engineers who are in position to know the economies that can be brought out in such construction.

After these plans are made, local architects can carry them out. Many packers hesitate to do this on account of the cost involved, but this is saved many times over in economy of operation.

Smokehouse design and construction play a part in making good products possible and preventing losses due to excessive shrinkage and off-color meats.

As smoking processes have been improved so have smokehouses. This department of the meat packing plant is receiving its share of attention, and better design and construction are being worked out as research, study and experience reveal the need for them.

One Type of Smokehouse.

In the accompanying illustration is shown a cross-section of a simple and inexpensive smokehouse in which have been incorporated details of design intended to eliminate some of the uncertainties attending smokehouse operation.

It is planned to be built of brick on a concrete foundation, and has a concrete roof, on top of which is 4 inches of corkboard insulation. The elimination of condensation in a smokehouse is essential, and this corkboard insulation is provided to accomplish this.

This type of construction dispenses with the old style air chamber, which was difficult to keep clean and was of little value except as a draft distributor.

In this design it is intended that the drip pan shall also act as a draft distributor, as well as serving to catch the drip from the smoke vent pipe. The pan is suspended from the ceiling by

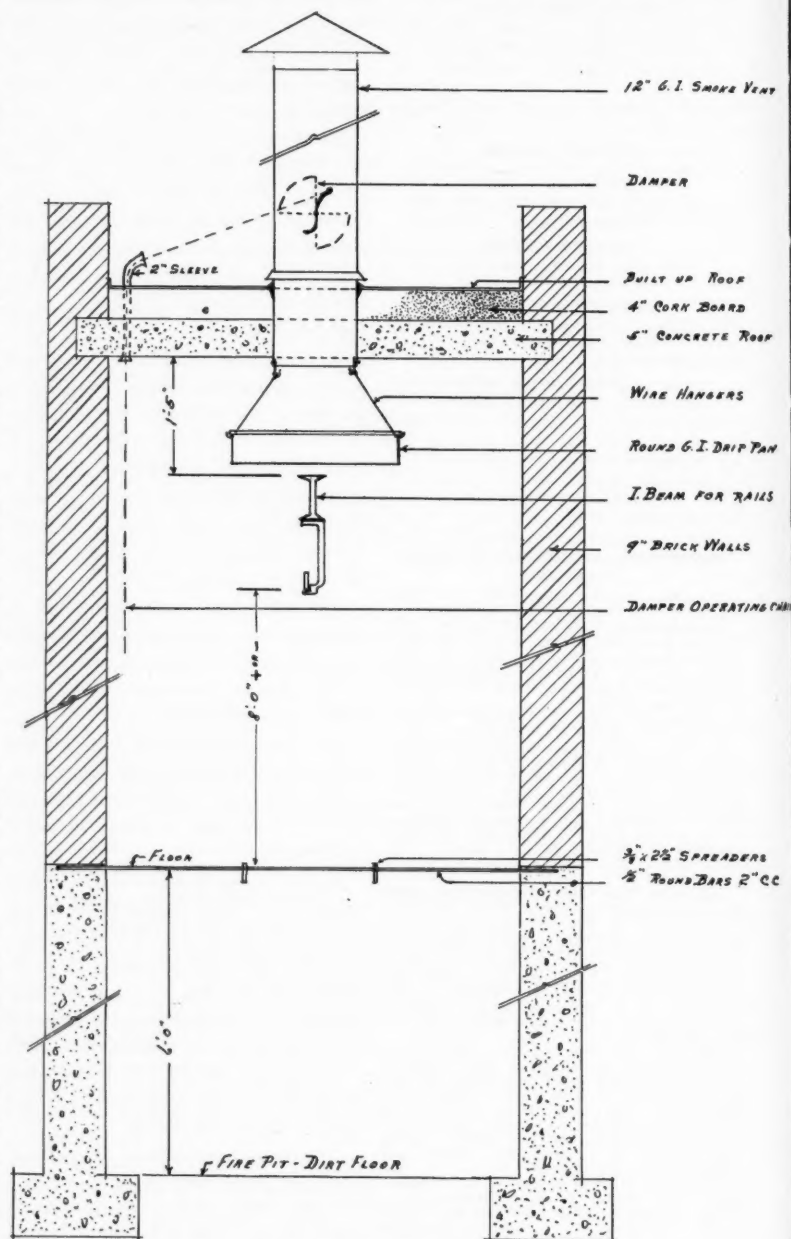
wires and may be removed easily for cleaning.

Damper control, so necessary in smokehouse operation to secure the best results, is made easy and convenient for the attendant by placing a sleeve in the roof, through which is run a chain connected to the damper arm.

The attendant can regulate the damper from the inside without the necessity of climbing to the roof. Thus there is eliminated the temptation to neglect this important operation, particularly in bad weather.

Easy Damper Regulation.

The floor is made of smooth round



CROSS SECTION OF WELL DESIGNED SMOKEHOUSE.

Features of especial interest are the corkboard insulation on the roof and the damper regulated from the inside.

iron, built into the wall at each end, and held at proper spacing by the use of iron spreaders drilled every two inches, with the bars running through these holes. These spreaders also add strength to the floor. This type of floor may be cleaned easily with a broom.

The simple and economical design of the smokehouse as a whole provides few places for skippers to hide away from the clean-up man.

Smokehouses of this design may be made in any length within reason to fit the demands and needs of any particular business.

When the smokehouse is to be used for sausage smoking it is usually constructed 5 ft. by 9 ft. 6 in. This size will accommodate two sages of the ordinary design.

Other Smokehouse Suggestions.

In a two-cage smokehouse, two smoke vents are usually installed in the roof. These are so located that one is directly over each cage when the cages are in position in the house.

The sleeves through which the chains run to operate the damper should be placed as close to the door as possible. This is for the convenience of the operator, it being recognized that the more convenient it is to operate the dampers, the closer regulation of heat will be secured. Care should be taken to place these sleeves at the proper angle for easy damper operation.

In the larger smokehouses in which hams, bacon, etc., are to be smoked, the smoke vents should be so distributed that an even smoke and heat will prevail in all parts of the room.

Making Smokehouse Plans.

The inquirer asks regarding plans for two large smokehouses. For these houses, the desirability of having a packinghouse engineer draw plans is emphasized. The location of the houses, whether outside or inside, the relation of the houses to the other operations, the thickness of the walls necessary in his climate, etc., all will have an important influence on proper design and construction.

In the section in which this inquirer operates it would be desirable to have a double roof or false ceiling because of heavy snowfall and to avoid condensation that may collect. Tracking in the smokehouse should be arranged for the convenient handling of carriers.

The fire pits should be from 6 to 8 feet below the first floor grate, and suitable draft openings should be provided in the fire pit doors to allow for proper regulation of draft.

The great majority of smokehouses are equipped with steam coils to assist in cold weather in maintaining an even temperature.

Handling Hog Stomachs

A Northern packer wants to use hog stomachs in certain of his sausages. He says:

Editor The National Provisioner:

Please advise the proper method of handling hog stomachs to be used in sausage. What do they take the place of? What percentage should be used per 100 lbs. beef trimmings, pork trimmings and cheek meat?

After hog stomachs are turned and washed they are placed in a tripe washing machine with hot salt water, and all slime removed. They are then cooked, the same as tripe, until tender.

They may be used in place of tripe in pork and smoked sausage, liver sausage and head cheese.

Hog stomachs contain more grease than tripe and not so large a quantity of them can be used in wieners and other smoked sausage, but for liver sausage 25 per cent may be used and about 15 per cent in head cheese.

Color of Liver Sausage

How can the pink color in liver sausage be overcome? A Western sausagemaker asks the cause of this and method of avoiding it. He says:

Editor The National Provisioner:

Our liver sausage has a pink color inside, and we do not want it to look that way. The sausage our trade likes best does not have this color. How can we get rid of it?

If liver sausage has a tendency to become sour, this color will develop. However, in this inquirer's case it is probably due to the fact that the livers are not scalded before they are used.

The livers should be cut in strips, soaked in cold water, then put into boiling water immediately and parboiled, stirring all the while. Then pour

this water off and plunge the livers into cold water long enough to cool and bleach.

They are then taken direct to the silent cutter. If a very light colored product is desired, bleached tripe and edible cracklings may be used with the livers, also hog stomachs but the latter must be chopped very fine.

The pinkish color is usually prevalent in braunschweiger in the manufacture of which the livers are not scalded. However, for ordinary liver sausage many producers prefer to scald the livers and avoid this pinkish tinge.

Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

A CHAIN-BELT KINK.

W. F. Schaphorst, M.E.

Not long ago a prominent engineering journal published an interesting kink on the conversion of a silent chain drive to a belt drive.

A certain silent chain broke. A new chain was unavailable, and there were no repair parts on hand. The mechanic ingeniously made a belt drive out of it by wrapping lengths of the silent chain around the sprockets and making them endless. That gave him fairly smooth faces on both sprockets and enabled him to use them as pulleys. In other words, the back of the chains became the surface of the newly-devised pulleys.

The diameters of the sprockets were approximately 10 and 16 in., respectively, the diameters with the chain on being about 1 in. greater. The width of the chain and also the belt was 10 in. The speed of the motor was 900 r.p.m. The horsepower of the motor was 75.

Checking over the figures for belt drives and using a diameter of 11 in. for the pulley motor, we get a belt speed of about 2,590 ft. per minute. This speed, according to tables for ordinary leather belting, should enable two-ply leather belt to transmit 62.75 h.p. This, as will be noted, is fairly close to the 75 h.p. transmitted by the chain.

If a special tan leather belt were used, which is capable of transmitting 20 per cent more power than the ordinary variety, we get 75.3 h.p. In other words, if the maintenance man had had a special tan leather belt on hand he could have pulled full load—75 h.p.

Of course it is quite possible that the back of a chain, when used as a pulley, will not pull as much as a standard pulley. So far as is known, no comparative test has ever been made covering that point. But since strips of chrome inside of a regular leather belt will pull more than the original belt in direct contact with a standard pulley, it may be that the reverse—strips of steel on special tanned belting—will also pull more. Anyway, the kink is very interesting and may prove valuable to others.

Fancy Dry-Cure Bacon

An Eastern packinghouse superintendent got especially good results with the formula for making fancy dry cure bacon which he secured from THE NATIONAL PROVISIONER. This is what he says about it:

"Some 90 days ago I wrote you for a cure you could recommend for a fancy dry cure bacon. We have already given it a thorough trial and the cure has far more than exceeded our expectations in all ways."

This formula is available to subscribers. Send a 2c stamp with request to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

Financial Notes

News Notes and Practical Pointers
on the Money Side.

POSTUM NOW GENERAL FOODS.

The General Foods Corporation came into being on July 24, when the name of the Postum Co., Inc., was changed to General Foods Corporation.

The Postum Company, Inc., has acquired the North Atlantic Oyster Farms, a concern which markets oysters, and will operate it in conjunction with the General Seafoods Corporation, which Postum and affiliated interests recently acquired. North Atlantic Oyster Farms was incorporated under the laws of New York in 1914 as successor to the Sealship Oyster System. The company's subsidiaries include the Rhode Island Oyster Farm Company, the Connecticut Oyster Farms Company, the South Norwalk Oyster Farms, the Long Island Oyster Farms Company, the Blue Points Company and the Producers Sales Company.

FINANCIAL NOTES.

Stockholders of the Van Camp Packing Co. have voted to increase the common stock of the company from 500,000 shares of no-par value, to 750,000 shares.

George A. Hormel & Co., Austin, Minn., have declared their regular quarterly dividend of 37½¢ on common, payable August 15 to stockholders of record August 1.

The Sullivan Packing Co., Detroit, Mich., has declared its 42nd quarterly dividend of 2 per cent on the preferred stock of the company, payable August 1 to stockholders of record July 20, 1929.

The Mathieson Alkali Works reports a net income of \$610,697 for the quarter ended June 30. Net income for the first six months of 1929 amounted to \$1,117,371, or \$1.75 a share on 588,328 common shares.

The board of directors of Armour and Company, at its meeting Friday, July 19, declared the usual quarterly dividend on the company's preferred stocks, payable October 1 to stockholders of record September 10.

For the six months ended June 30, net profits of Stahl Meyer, Inc., New York, amounted to \$260,936, after depreciation and federal taxes, equal after preferred dividend requirements to \$1.68 on 130,000 shares of common stock. Sales for the period totaled \$4,627,570.

Plans for a split-up of the common stock of the Procter & Gamble Company have been made subject to approval of the stockholders at a special meeting called for August 3. The split-up is on a five for one basis and the issue of 7,500,000 new shares. Of the new issue 6,250,000 shares will go to present stockholders and the balance will be sold on the open market.

For the six months ended June 30 the Beechnut Packing Co. reports a net income of \$1,377,545 after estimated federal taxes and dividends on preferred stock. This is equivalent to \$3.24 a share on 425,000 shares of common stock outstanding, compared

to \$3.13 a share in the same period of 1928. In the second quarter of the year the earnings were considerably better than in the first, amounting to \$898,835 before federal taxes as against \$654,407 in the preceding quarter and \$765,904 in the second quarter of 1928.

DANAHY ENLARGES MEAT CHAIN.

The Edward T. Danahy Co., meat wholesalers, Buffalo, with its recently organized chain store system known as the Danahy-Faxon Stores, Inc., has taken over the 34 stores in the Wilson provision chain. This brings 164 retail stores and a modern packing plant under the control of the Danahy-Faxon Stores, Inc. The annual business of the organization is said to exceed \$5,500,000.

The merged company is owned by Buffalo capital, according to an announcement made by Edward T. Danahy, and all employees will be given opportunity to become stockholders in the corporation. No public offerings of the 55,000 shares of stock will be made at this time. Later this stock will be listed on the Buffalo exchange.

The directorate of the consolidated companies will consist of Edward T. Danahy, Ira T. Gleason, Philip Gerner, Thomas P. Cauley, Joseph J. Collins and Frederick H. Buehl. The Edward T. Danahy Co. is not the same as the Danahy Packing Co.

PACKER STOCK QUOTATIONS.

The price ranges of the listed stocks of packers, leather companies, chain stores and food manufacturers on July 24, 1929, or nearest previous date, together with the number of shares dealt in during the week and the closing prices on July 17, or nearest previous date, were as follows:

	Sales, Wk. ended July 24.	High. July 24.	Low. July 24.	Close, July 17.	Close, July 17.
Allied Pack....	200	3%	3%	3%	3%
Do Sr. Pfd....	100	1½	1½	1½	1½
Amal. Leath....	500	5½	5½	5½	5½
Do Pfd....	100	50	50	50	50
Am. H. & L....	50	50	50	50	50
Do Pfd....	400	33	32½	32½	36
Amer. Stores	2,700	69½	69½	69½	68½
Armour A....	12,200	11½	11½	11½	12½
Do B....	9,300	6¼	6¼	6¼	6½
Do Pfd....	14,300	72½	71	71	70½
Do Del. Pfd....	700	80½	80½	80½	80½
Barnett Leath....	300	8¼	8¼	8¼	8¼
Beechnut Pack....	400	84½	83	83	82
Chick. C. Oil....	1,500	36	36	36	37½
Childs Co....	14,300	72½	71	71	70½
Cudahy Pack....	5,000	53½	53	53	54½
First N. Stra....	27,500	74	72½	72½	73½
Gobel Co....	13,900	39½	38½	38	44½
Gl.A. & P. Pfd....	130	116½	116½	116½	116½
Hyrado Food....	2,000	37	36½	37	36½
Hormel, G. A....	250	52½	52½	52½	54
Kroger G. & B....	51,300	93½	91½	91½	88½
Libby.....	9,150	13½	12½	13	12½
MacMarr Strs....	4,700	42½	42½	42½	41½
Mayer, Oscar....	150	12½	11½	11½	11½
Do 1st Pfd....	25	104	102	102	102
Do 2nd Pfd....	50	109	107	107	107
Miller & H. Pfd....	1,500	76½	76	76	77
Morrell, John....	1,500	76½	76	76	77
Nat. F. Pr. B....	700	8½	8¼	8¼	8
Nat. Leath....	1,100	2½	2½	2½	2½
Nat. Tea....	4,500	73½	72½	72½	72½
Postum Co....	76,500	77½	73½	77½	77½
Rath Pack....	3,100	35½	34½	34½	35½
Safeway Strs....	11,000	168½	168½	168½	171
Do 6% Pfd....	480	93½	93½	93½	95
Do 7% Pfd....	40	104	103	104	103½
Stahl-Meyer....	1,700	41½	41	41	41
Strauss, Nathan....	400	21½	19½	19½	22
Strauss-Roth....	1,400	26½	26½	26½	25½
Swift & Co....	1,500	128½	128½	128½	129½
Do Intl....	3,400	34½	33½	34½	34
Trans. Pork....	600	40	40	40	40
U. S. Leath....	10,500	19½	17½	18	21½
Do A....	5,400	36½	29½	30	39
Do Pr. Pfd....	100	94	94	94	94
Wesson Oil....	3,500	34	32	32½	33
Do Pfd....	4,100	60½	59½	60½	60
Wilson & Co....	1,500	7½	7½	7½	7½
Do A....	2,700	18½	17½	18½	17½
Do Pfd....	800	61½	61½	61½	60

Chain Meat Stores

News and Views in This New Field
of Meat Distribution.

CHAIN MEAT STORE VOLUME.

The volume of sales of the straight meat chain stores, of which there are said to be more than 2,000, are believed to represent a larger proportion of the entire meat trade of the country than the number of the shops would indicate, according to a recent observer in this field. Cash sales ranging from a half million to a million dollars a year are reported by many such shops, this observer says.

CHAIN STORE NOTES.

The H. C. Bohack Company, Inc., earned a net profit of \$329,388 for the five months ended June 29. This is equal to \$2.32 a share on the common stock. In the same period of 1928 the earnings were \$13,664, or 39¢ a share on common.

For the quarter ended June 30 the Trunz Pork Stores Inc., report a net profit of \$75,716 after charges and federal taxes. The net profit for the first six months of the year were \$168,593. Net sales for the first half of the year totaled \$2,497,086, an increase of 16.5 per cent over the same period of 1928.

The Bay Cities Mercantile Co., which operated 54 meat, grocery and vegetable stores in Los Angeles, Calif., and vicinity, has recently been acquired by MacMarr Stores, Inc. The sales of the former for 1928 totaled \$2,850,000. The MacMarr chain now numbers 1,100 stores including the new addition, with sales of about \$58,000,000 annually.

The Kroger Grocery and Baking Co. shows an increase of 28.2 per cent in the number of stores operated on June 29, 1929, compared with the same period a year ago. The total now operated is 5,386 an increase of 1,184 stores.

The Sanitary Grocery Co., operating in Washington and Baltimore and nearby Maryland and Virginia cities has acquired Knoblock Bros., Inc., a Baltimore chain, consisting of 71 stores. With this acquisition the Sanitary company now controls and operates 449 stores.

For the six months ended June 30, 1929, the Kroger Grocery & Baking Co. report a net profit of \$4,015,775, after depreciation and taxes. This is equal after preferred dividends to \$2.41 a share on 1,662,373 common shares, which is the average outstanding for the period. This compares with \$2,538,112, or \$2.35 a share on 1,076,680 shares, the average number for the first six months of 1928.

Samuel Levin, vice-president of the United Food Stores, Inc., Baltimore, Md., has announced the consolidation of the Lord Baltimore Stores, Inc., comprising 40 units, with his organization. The United Food Stores, Inc., is a co-operative organization of 80 member stores, the largest of its kind in Baltimore. Operation of the combine will be under the name of United Food Stores, Inc.

Provision and Lard Markets

WEEKLY REVIEW

Market Easier—Some Profit Taking—Hogs Lower—Cash Demand Less Urgent—Speculated Selling.

The action of the market the past week has shown an easier tendency, evidence of a lessening demand for products and a more limited interest in the market. The situation seems to have changed somewhat in that there is less anxiety about supplies. In addition, recent speculative buyers have shown evidence of willingness to sell.

The livestock movement has been fairly good. Hog receipts for the past week, while slightly less than the preceding week, were in excess of last year. Cattle receipts were in excess of last year and sheep receipts were only slightly under last year. The total of the receipts at the principal points of hogs, cattle and sheep amounted to nearly 800,000 head. This gave quite a liberal supply and was reflected in an easier price, with hogs off nearly $\frac{1}{2}$ c a pound from the preceding week.

The position of the market, however, does not seem to be greatly changed. Prices improved, but the improvement has shown evidence of checking the demand for distribution. And there has been quite a little evidence of hesitation on the part of buyers of fresh meats and this is becoming somewhat of a factor in the market.

The export movement is keeping up fairly well, however, compared with last year, and the total of the exports for the 6½ months is about even on the combined total of hams and bacon, with exports of lard 7,000,000 lbs. more and pork 4,000,000 lbs. more.

Export Demand Has Changed.

A rather interesting point in connection with the exports is the change in the demand. The decrease in the exports of hams and shoulders has been almost entirely to the United Kingdom. On the other hand, there has been an increase of 7,000,000 lbs. in the exports of bacon to the United Kingdom, with a slight increase to other Continental European points, and a decrease of 3,000,000 lbs. to Cuba. In the lard movement there has been an increase of 15,000,000 lbs. to Germany, but a decrease of 7,000,000 lbs. to the United Kingdom. Exports to other countries are showing slight change only.

The South Dakota report states that information is being gathered by the Extension Surveys of the state college on the principal kinds and location of the stock and feed cattle in the main sections of South Dakota. This information will be distributed to corn belt feeders in August. The purpose of this survey is to establish trading contacts.

In regard to hogs, it makes the rather interesting statement that the upward seasonal swing in the hog market is expected by some observers to reach its crest in the first part of August, and that producers probably will advance their marketing period from September this year on account of the sharp break in prices which oc-

curred last year during that month. In regard to the supplies of heavy cattle, the report says that it isn't expected to be any larger than last year as the range territory was combed carefully last fall.

Feedstuff Supply Promising.

The general supply of feedstuffs seem to be fairly promising through the Central West, and lower Northwest but in North Dakota and Manitoba the drouth has been very serious and pastures and ranges are short. This may force the movement to market of livestock from those sections either or to other sections for feeding. In the Canadian Northwest the year has been almost a disaster, and there is not only a great shortage in the wheat crop, but a serious shortage in feed grain and summer pasture. There is likelihood of very serious conditions for livestock in this section.

The United States, excepting a small area of the Northwest, seems to have been most fortunately situated this year. Not only does there appear to be ample feedstuffs, but the reports from the South indicate the possibility of a good cotton crop. This will naturally mean a large supply of oil and of cottonseed feedstuffs.

PORK—Demand at New York was fair and the market was very steady. Mess was quoted at \$32.00; family, \$37.00; fat backs, \$25.50@29.00.

LARD—Demand at New York was moderate both for domestic and export, and the market was heavy at times. Prime western was quoted at \$12.65@12.75; middle western, \$12.55@12.65; city, 12½@12¼c; refined continent, 12¼c; South America, 13¼c; Brazil kegs, 14¼c; compound, car lots, 11c; smaller lots, 11¼@11½c.

At Chicago, regular lard in round lots was quoted at 17½c under September; loose lard, \$1.10 under September; leaf lard, \$1.52½ under September.

BEEF—The market at New York was quiet but steady. Mess was quoted at \$36.00; packet, \$25.00@27.00; family, \$28.00@30.00; extra India mess, \$42.00@45.00; 6 lb. South America, \$16.75; pickled tongues, \$75.00@80.00 per barrel.

See page 42 for later markets.

BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, July 25, 1929.—General provision market steady but firm. Demand for hams and picnics fair. Square shoulders very poor. Lard trade dull.

Friday's prices were as follows: Hams, American cut, 118s; Liverpool shoulders, square, 83s; hams, long cut, 113s; picnics, 78s; short backs, 92s; bellies, clear, 89s; Canadian, 119s; Cumberland, 90s; spot lard, 63s 6d.

EUROPEAN PROVISION CABLES.

The market at Hamburg is improving slightly, according to cable advices to the United States Department of Com-

merce. Receipts of lard for the week were 870 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 73,000, at a top Berlin price of 18.82c a lb., compared with 83,000, at 15.14c lb., for the same week last year.

The Rotterdam market was strong because of vegetable oils. Animal fats were in good demand with prices higher. Lard steady.

The market at Liverpool was steady with consumptive demand only fair.

The total of pigs bought in Ireland for bacon curing was 19,000 for the week compared with 30,000 last year.

The estimated slaughter of Danish hogs for the week ending July 19, 1929, was 78,000, as compared with 85,000 for the same week of last year.

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended July 20, 1929, are reported as follows:

HAMS AND SHOULDERS, INCLUDING WILTSHIRES.

	Week ended—				Jan. 1,
	July	July	July	July	'29, to
	20,	21,	13,	20,	July
	1929.	1929.	1929.	1929.	
	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
Total	2,168	1,878	2,394	77,413	
To Belgium	43	13	853		
United Kingdom	1,713	1,729	1,955	61,703	
Other Europe	10	10	10	1,016	
Cuba	35	35	1	4,380	
Other countries	397	114	325	9,451	

BACON, INCLUDING CUMBERLAND.

	Week ended—				Jan. 1,
	July	July	July	July	'29, to
	20,	21,	13,	20,	July
	1929.	1929.	1929.	1929.	
	M lbs.	M lbs.	M lbs.	M lbs.	
Total	2,030	2,706	2,862	82,904	
To Germany	123	776	213	4,796	
United Kingdom	1,389	1,783	2,251	37,737	
Other Europe	374	202	314	27,786	
Cuba	31	30	1	7,842	
Other countries	113	5	84	4,773	

LARD.

	Week ended—				Jan. 1,
	July	July	July	July	'29, to
	20,	21,	13,	20,	July
	1929.	1929.	1929.	1929.	
	M lbs.	M lbs.	M lbs.	M lbs.	
Total	9,900	11,375	11,193	449,390	
To Germany	1,479	3,407	1,444	109,798	
Netherlands	1,573	885	919	22,805	
United Kingdom	4,354	4,452	6,113	144,319	
Other Europe	404	316	612	51,181	
Cuba	1,486	1,422	1,237	45,375	
Other countries	894	893	868	75,921	

PICKLED PORK.

	Week ended—				Jan. 1,
	July	July	July	July	'29, to
	20,	21,	13,	20,	July
	1929.	1929.	1929.	1929.	
	M lbs.	M lbs.	M lbs.	M lbs.	
Total	546	503	355	29,919	
To United Kingdom	208	112	29	4,446	
Other Europe	2	97	67	2,220	
Canada	125	260	167	5,015	
Other countries	211	131	62	12,238	

TOTAL EXPORTS BY PORTS.

Week ended July 20, 1929.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pickled pork, M lbs.
Total	2,198	2,030	9,990	540
Boston	.....	.....	.....	8
Detroit	1,263	948	1,469	203
Port Huron	829	257	977	117
Key West	31	1	994	3
New Orleans	25	31	1,186	204
New York	10	793	5,186	7
Philadelphia	.....	.....	148	.....

DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.
Exported to:		
United Kingdom	1,713	1,389
Liverpool	771	1,006
London	352	27
Manchester	10	.....
Glasgow	243	44
Other United Kingdom	237	222

	Lard, M lbs.
Exported to:	
Germany	1,479
Hamburg	1,376
Other Germany	103

JUNE MEAT AND FAT EXPORTS.

Exports of meats and fats during June, 1929, and for four months ended April, with comparisons, are given by the U. S. Department of Commerce as follows:

	JUNE.	1929.	1928.
Total meat and meat products, lbs.	39,337,396	36,522,189	
Value	\$ 7,230,612	6,056,003	
Total animal oils and fats, lbs.	73,596,802	62,576,114	
Value	\$ 9,026,217	8,147,989	
Beef and veal, fresh, lbs.	232,774	137,769	
Value	\$ 42,607	25,595	
Beef, pickled, etc., lbs.	998,847	1,076,261	
Value	\$ 119,939	129,483	
Pork, fresh, lbs.	745,474	352,070	
Value	\$ 112,676	46,944	
Wiltshire sides, lbs.	706,354	53,016	
Value	\$ 99,535	8,673	
Cumberland sides, lbs.	856,197	422,550	
Value	\$ 139,092	74,406	
Hams and shoulders, lbs.	12,571,347	13,754,462	
Value	\$ 2,710,296	2,453,299	
Bacon, lbs.	12,740,654	9,620,314	
Value	\$ 1,941,782	1,343,123	
Pickled pork, lbs.	3,958,792	2,549,175	
Value	\$ 574,986	348,196	
Oleo oil, lbs.	3,585,976	5,356,347	
Value	\$ 390,902	717,759	
Lard, lbs.	67,251,997	53,455,838	
Value	\$ 8,310,063	6,944,601	
Neutral lard, lbs.	1,013,783	2,059,072	
Value	\$ 131,546	269,197	
Lard compounds, animal fats, lbs.	390,345	279,106	
Value	\$ 39,171	38,326	
Margarine of animal or vegetable fats, lbs.	63,264	49,303	
Value	\$ 11,820	8,644	
Cottonseed oil, lbs.	1,262,387	1,408,124	
Value	\$ 141,289	147,573	
Lard compounds, vegetable fats, lbs.	571,129	311,873	
Value	\$ 75,014	42,839	

SIX MONTHS ENDED JUNE.

	1929.	1928.
Total meats and meat products, lbs.	230,301,341	218,577,728
Value	\$41,144,093	35,540,006
Total animal oils and fats, lbs.	469,103,778	453,781,017
Value	\$90,171,550	58,613,882
Beef and veal, fresh, lbs.	1,509,192	908,459
Value	\$ 338,819	222,529
Beef, pickled, etc., lbs.	5,044,930	4,474,281
Value	\$ 896,278	573,488
Pork, fresh, lbs.	6,016,135	6,787,549
Value	\$ 958,943	1,036,983
Wiltshire sides, lbs.	2,060,354	394,900
Value	\$ 385,085	60,783
Cumberland sides, lbs.	3,580,957	2,975,539
Value	\$ 654,865	461,610
Hams and shoulders, lbs.	67,655,875	69,606,095
Value	\$14,063,934	11,902,043
Bacon, lbs.	72,676,933	67,073,189
Value	\$10,927,550	8,914,207
Pickled pork, lbs.	22,725,327	16,219,216
Value	\$ 3,298,142	2,086,543
Oleo oil, lbs.	33,278,762	32,871,531
Value	\$ 3,727,325	4,522,924
Lard, lbs.	417,219,816	386,027,826
Value	\$54,139,654	50,808,558
Neutral lard, lbs.	9,009,972	15,944,363
Value	\$ 1,274,928	2,006,518
Lard compounds, animal fats, lbs.	1,814,010	2,389,618
Value	\$ 231,907	316,307
Margarine of animal or vegetable fats, lbs.	352,953	375,955
Value	\$ 66,929	59,729
Cottonseed oil, lbs.	12,965,223	34,836,223
Value	\$ 1,224,461	3,069,639
Lard compounds, vegetable fats, lbs.	3,051,247	2,735,177
Value	\$ 423,192	363,837

MAY MEAT EXPORTS.

Domestic exports of specific classes of meats and meat products from the United States during May, 1929, are officially reported as follows:

	Lbs.	Value.
Beef and veal, pkld. or cured.	937,027	\$111,445
Pork carcasses	237,445	31,331
Loins and other fresh pork	542,334	76,882
Wiltshire sides	804,491	88,264
Hams and shoulders	11,246,397	2,455,993
Bacon	14,405,761	2,136,507
Cumberland sides	860,643	170,510
Pickled pork	3,332,191	529,681
Sausage	213,407	69,759
Lard	64,191,769	9,074,787
Neutral lard	1,301,257	174,704

Shipments from the United States to non-contiguous territories:

Alaska—Beef and veal, pickled or cured 757 lbs.; sausage, 28,100 lbs.
Hawaii—Beef and veal, pickled or cured, 757 lbs.; pork carcasses, 12,166 lbs.; loins and other fresh pork, 57,657 lbs.; Wiltshire sides, 100 lbs.; hams and shoulders, 132,507 lbs.; bacon, 28,950 lbs.; pickled pork, 5,939 lbs.; sausage, 85,035 lbs.; lard, 11,575 lbs.

Porto Rico—Beef and veal, pickled and cured, 4,173 lbs.; loins and other fresh pork, 20,665 lbs.; hams and shoulders, 522,205 lbs.; bacon, 69,741 lbs.; Cumberland sides, 429 lbs.; pickled pork, 780,185 lbs.; sausage, 143,994 lbs.; lard, 1,571,068 lbs.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ended July 20, 1929, according to the U. S. Bureau of Agricultural Economics:

Point of origin.	Commodity.	Amount.
Argentina	Cured beef round	3,000 lbs.
Argentina	Canned corned beef	90,000 lbs.
Canada	Beef cuts	17,893 lbs.
Canada	Meat products	1,349 lbs.
Canada	Bacon	3,012 lbs.
Canada	Vealers	2,387
Germany	Ham	1,017 lbs.
Germany	Sausage	3,136 lbs.
Germany	Hams in tins	2,906 lbs.
Ireland	Bacon	1,923 lbs.
Ireland	Hams	397 lbs.
Italy	Sausage	5,495 lbs.
Norway	Meat cakes in tins	594 lbs.
Uruguay	Oleo oil	12,608 lbs.
Uruguay	Canned corn beef	551,700 lbs.

LARD AND GREASE EXPORTS.

Exports of lard from New York City, July 1 to July 24, 1929, totaled 17,987,213 lbs.; tallow, none; greases, 1,879,600 lbs.; stearine, 141,200 lbs.

DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended July 22, 1929, amounted to 4,382 metric tons, compared with 4,677 metric tons for 1928.

CASINGS IMPORTS AND EXPORTS.

Imports and exports of casings into and from the United States during April, 1929, are given by the U. S. Department of Commerce as follows:

IMPORTS.			
	Sheep, Lamb & Goat.	Others.*	
	Lbs.	Value.	Lbs. Value.
Belgium	.....	1,500	257
France	.....	10,258	1,931
Germany	15,655	13,826	368,707
Greece	.....	1,416	62,265
Lithuania	.....	1,630	2,252
Netherlands	4,842	4,722	59,352
Poland & Danzig	298	610	450
Soviet Russia	82,425	275,939	16,478
In Europe	1,324	1,265	15,101
United Kingdom	114,858	130,776	237,574
Canada	.....	3,969	192
Panama	9,311	5,431	300
Mexico	20,024	31,821	405,947
Argentina	.....	31,427	109,002
France	12,375	17,267	109,583
Chile	.....	650	570
Peru	.....	17,979	36,135
Uruguay	.....	93,465	161,120
British India	.....	13,193	25,661
China	.....	4,466	9,733
Iran	.....	7,335	25,090
Persia	.....	18,452	44,653
Syria	.....	81,391	79,054
Turkey	.....	385,240	245,093
Australia	.....	8,296	2,959
New Zealand	.....	800	1,206
Un. of S. Africa	.....	
Morocco	.....	

*Includes hog casings from China, Russia, etc.

EXPORTS.			
	Hog Casings.	Beef Casings.	
	Lbs.	Value.	Lbs. Value.
Belgium	16,341	5,310	74,506
Denmark	.....	.....	31,271
Finland	.....	.....	14,782
France	.....	.....	13,850
Germany	454,352	55,431	1,219,425
Italy	.....	.....	1,990
Malta	.....	.....	290,710
Netherlands	57,160	11,048	9,503
Norway	.....	.....	24,732
Poland & Danzig	11,840	4,350	1,019
Spain	10,861	1,019	53,596
Sweden	3,645	1,548	48,844
Switzerland	2,549	2,183	30,710
United Kingdom	355,507	126,187	18,823
Canada	.....	.....	8,867
Guatemala	7,490	1,148	17,147
Honduras	25	13	.....
Nicaragua	60	16	.....
Panama	.....	.....	60
Mexico	22,615	3,497	200
Bermuda	328	280	.....
Other B. W. I.	188	105	.....
Cuba	290	314	2,477
Bolivia	346	253	.....
Java	.....	.....	1,622
Japan	.....	.....	158
Philippines	407	320	.....
Australia	136,011	73,068	.....
New Zealand	16,990	12,667	.....
South Africa	5,900	1,569	.....

Exports of other casings were: Finland, 105 lbs.; value, \$194. France, 662 lbs.; value, \$148. Germany, 121,068 lbs.; value, \$23,577. Netherlands, 30,147 lbs.; value, \$1,487. Sweden, 77,268 lbs.; value, \$6,387. United Kingdom, 5,987 lbs.; value, \$1,200. Canada, 66,562 lbs.; value, \$12,239. Panama, 200 lbs.; value, \$190. Brazil, 157 lbs.; value, \$83. Venezuela, 220 lbs.; value, \$297. Union of South Africa, 6,212 lbs.; value, \$1,418.

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Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—A rather quiet but firm tone featured the tallow market in the East the past week. There was a lack of pressure of supplies and some buying interest, but no particular volume of trade appeared to have passed. Sellers were firm in their views, being in a well sold-up position and with a small production at hand. Nevertheless, ideas on values varied quite considerably.

There were numerous intimations of business passing under cover, but these sales appeared to be light. The packers and the larger producers were holding tightly and anticipating higher levels in the nearby future. The tone in competing quarters was firm. This was helpful, but speculative commodity markets were somewhat easier and attracted attention.

At New York, extra f.o.b. was quoted anywhere from 7½¢ to 7¾¢, but in some well-versed quarters the impression prevails that little or no quantity of tallow could be purchased below the 7½¢ level. At New York, special was quoted at 7½¢; extra, 7¾¢; edible, 8½¢.

At Chicago, the market for tallow was rather featureless, with trade dull, but offerings appeared to be light. A slow demand for the better grades was noted. At Chicago, edible was quoted at 8¼¢; fancy, 8½¢; prime packer, 8¢; No. 1, 7¾¢; No. 2, 6¾¢.

There was no auction at London this week. At Liverpool, Australian tallow was unchanged. Fine was quoted at 41s and good mixed quoted at 40s.

STEARINE—The market at New York was quiet but steadier. Offerings were lighter and oleo was quoted at 10½¢ nominal. At Chicago, the market was also quiet but very steady. Oleo there was quoted at 9½¢.

OLEO OIL—A little better demand and a firmer tone developed in this market at New York, with extra quoted at 10½¢; medium, 9½¢; lower grades, 9¼¢. At Chicago, the market was rather quiet but very steady, with extra oleo quoted at 10¼¢.

See page 42 for later markets.

LARD OIL—The market was very steady, but demand was limited. Offerings were well held. At New York, edible was quoted at 14½¢; extra winter, 12½¢; extra, 12½¢; extra No. 1, 12¼¢; No. 1, 11¼¢; No. 2, 11½¢.

NEATSFOOT OIL—While demand was reported fair, the market was steady. Pure oil New York was quoted at 14¢; extra, 12¢; No. 1, 11½¢; cold test, 18½¢.

GREASES—The situation in the grease market in the east displayed little change from the previous week. At New York, a moderate business passed which was more or less routine in character, but the tone was firm owing to light pressure from sellers, and influenced somewhat by firmness in tallow and other competing quarters. Buyers were not inclined to pay up for supplies, however, and this served to keep down business somewhat. The tendency

is to watch tallow closely, but in leading producing quarters here a firm attitude towards the market is displayed.

At New York, superior house was quoted at 7½¢ delivered; house grease, 7¼¢; yellow, 7¼¢; according to quality; A white, 7¼¢; B white, 7¢; choice white, 8½¢.

At Chicago, demand for the better grades was slow, but buyers were interested in medium and low grade stuff for nearby requirements. At Chicago, brown was quoted at 6¼¢; yellow, 7¼¢; B white, 7¼¢; A white, 7½¢; choice white, 8¢.

By-Products Markets

Chicago, July 25, 1929.

Blood.

Blood market appears to be a little higher and stronger. Producers asking \$4.75@5.00, Chicago.

Ground and unground.....\$4.75@5.00

Digester Feed Tankage Materials.

Digester tankage materials are strong. Sales of unground expeller crackling improving in Chicago.

Unit Ammonia.
Ground, 11½ to 12% ammonia...\$ 5.00@ 5.10 & 10
Unground, 11½ to 12% ammonia...4.75@ 5.00 & 10
Ground, 6 to 8% ammonia...4.35@ 4.60 & 10
Unground, 6 to 8% ammonia...4.15@ 4.40 & 10
Liquid stick...3.75@ 4.00
Steam bone meal, special feeding, per ton...42.00@45.00

Fertilizer Materials.

The fertilizer materials market is showing a little more activity. Inquiries are increasing, indicating a larger market in near future.

Unit Ammonia.
High grd. ground, 10@11% am...\$ 3.75 & 10
Low grd. and ungr., 6-9% am...3.50 & 10
Hoof meal...3.50@ 3.75
Bone tankage, low grd., per ton...24.00@25.00

Bone Meals (Fertilizer Grades).

Inquiries are increasing. Ten per cent ground offered, prompt and futures, at \$3.75 & 10¢ Chicago. Bone tankage in good demand at \$25 per ton Mid-West points.

Per Ton.
Raw bone meal...\$50.00@55.00
Steam, ground, 3 & 50...31.00@32.00
Steam, unground, 3 & 50...29.00@31.00

Cracklings.

Cracklings are in much better demand. First class material is bringing \$1.10 at Chicago and Mid-West points. Prices are nominal.

Per Ton.
Hard pressed and exp. unground, per unit protein...\$1.00@ 1.10
Soft prod. pork, ac. grease & quality...70.00@80.00
Soft prod. beef, ac. grease & quality...50.00@55.00

Gelatine and Glue Stocks.

A little more interest is being shown in gelatine and glue stocks.

Per Ton.
Kip and calf stock...\$38.00@42.00
Hide trimmings...30.00@33.00
Horn piths...42.00@43.00
Cattle jaws, skulls and knuckles...42.00@42.50
Sinews, pizzles...31.00@35.00
Pig skin scraps and trim., per lb...@5c

Animal Hair.

The animal hair market remains unchanged from last week. Sales of summer processed gray reported at 4½¢, round lot; winter gray, 6¢; black winter, nominal.

Coll and field dried...2 @ 2½¢
Processed grey, summer, per lb...4 @ 5¢
Processed grey, winter, per lb...6 @ 6½¢
Cattle switches, each*...4½@ 5½¢

*According to count.

Horns, Bones and Hoofs.

Per Ton.
Horns, according to grade...\$75.00@150.00
Mfg. shin bones...50.00@120.00
Cattle hoofs...45.00@ 47.00
Junk bones...27.00@ 28.00
(Note—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, July 24, 1929.

There has been a better demand for tankage and blood in the local market the past week, particularly from the feeding buyers. Sellers have stiffened up in their ideas of values.

Nitrate of soda contracts are being made over the balance of the year at the regular scheduled prices, and buyers are buying freely.

Cracklings are firm, with a tendency to advance.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, July 23, 1929.—Extra tallow, f.o.b. seller's plant, 7¼¢@7½¢ lb.; Manila coconut oil, tanks, New York, 7¼¢@7½¢ lb.; Manila coconut oil, tanks, coast, 7¼¢@7½¢ lb.; Cochiti coconut oil, barrels, New York, 8¼¢.

P. S. Y. cottonseed oil, barrels, New York, 10¼¢@10½¢ lb.; crude corn oil, barrels, New York, 9¼¢@10¢ lb.; olive oil foots, barrels, New York, 9¼¢@9½¢ lb.; 5 per cent yellow olive oil, barrels, New York, \$1.15@1.20 gal.

Crude soya bean oil, barrels, New York, 11½¢@11¾¢ lb.; palm kernel oil, barrels, New York, 9¼¢@9½¢ lb.; red oil, barrels, New York, 10¼¢@11¢ lb.; Nigre palm oil, casks, New York, 7¼¢@8¢ lb.; Lagos palm oil, casks, New York, 8¼¢ lb.; glycerine soaplye, 6¼¢@7¢ lb.; glycerine, C. P. 13¼¢@14¢ lb.; glycerine, dynamite, 10¼¢ lb.

What pork cuts are cured in dry salt and how is it done? Ask the "Packer's Encyclopedia," the meat packer's guide.

THE KENTUCKY CHEMICAL MFG. CO., Inc.
COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings
Both Soft and Hard Pressed

COTTON OIL SITUATION.

An analysis of the cottonseed oil situation for the months of August, September, October, November and December, 1928, and January, February, March, April, May and June, 1929, with comparisons, has been prepared by Aspegren & Co., Inc., as follows:

MOVEMENT OF COTTONSEED AT CRUDE OIL MILLS.

	Tons received—	
	1928-29.	1927-28.
On hd. begin. of season	21,972	89,784
August	169,498	215,505
September	869,738	1,051,414
October	1,519,076	1,266,288
November	1,010,791	863,058
December	707,362	496,915
January	420,026	318,741
February	161,745	170,491
March	106,062	95,722
April	40,308	17,017
May	22,007	7,840
June	26,041	18,772
Total	5,074,646	4,651,553

	Tons crushed—	
	1928-29.	1927-28.
August	75,986	156,856
September	420,292	585,375
October	903,081	863,455
November	869,599	780,298
December	701,116	601,627
January	748,063	570,704
February	314,032	448,324
March	364,816	322,953
April	236,246	165,097
May	112,421	65,241
June	63,274	38,955
Total	5,007,300	4,620,787

	On hand end of month.	
	1928-29.	1927-28.
August	117,484	205,433
September	566,530	651,872
October	1,182,175	1,054,405
November	1,322,807	1,118,165
December	1,328,703	1,012,953
January	999,180	760,990
February	946,949	493,157
March	386,986	255,824
April	191,048	107,848
May	100,634	50,449
June	63,401	30,226

	1928-29.	1927-28.
	Tons.	Tons.
Estimated seed receipts at crude mills, season	5,067,502	*4,586,705
On hand beginning of season	21,972	*89,784
Total	5,070,474	*4,676,489
Of which is so far crushed	5,007,300	*4,620,787
Destroyed at mills.	8,839	*500
Seed on hand	63,401	*50,266
Seed still to be received	4,828	*24,936

63,401 tons seed on hand at 310 lbs. crude oil per ton is equivalent to 10,054,310 lbs. crude oil, which at 8 per cent refining loss, equals 18,081,905 lbs. refined oil, or 45,205 barrels.

4,828 tons seed still to be received at 310 lbs. crude oil per ton, is equivalent to 1,496,680 lbs. crude oil, which at 8 per cent refining loss, equals 1,376,946 lbs. refined oil, or 3,442 barrels.

MOVEMENT OF CRUDE OIL AT CRUDE OIL MILLS.

	Pounds produced—	
	1928-29.	1927-28.
On hd. begin. of season	13,966,554	8,422,887
August	20,865,435	46,157,477
September	126,583,719	178,960,457
October	280,882,679	295,906,177
November	272,898,360	252,024,865
December	219,331,974	190,554,403
January	237,127,218	182,334,257
February	165,872,441	144,039,631

The Blanton Company
ST. LOUIS
Refiners of
VEGETABLE OILS
Manufacturers of
SHORTENING
MARGARINE

March	119,824,916	107,322,462
April	89,473,780	57,429,435
May	39,687,840	24,063,914
June	21,552,409	13,409,648
Total	1,598,760,415	1,470,775,113

Shipments.

	1928-29.	1927-28.
	Lbs.	Lbs.
August	22,491,237	38,152,971
September	96,672,751	133,561,538
October	242,323,480	229,533,277
November	270,422,076	233,753,212
December	216,976,645	178,293,805
January	233,184,548	172,142,512
February	173,714,903	133,835,142
March	126,086,433	137,596,761
April	98,438,300	91,842,522
May	62,090,958	47,732,154
June	35,461,184	25,283,584
Total	1,579,738,145	1,441,728,862

On hand end of month.

	1928-29.	1927-28.
	Lbs.	Lbs.
August	13,338,752	13,427,393
September	42,249,720	58,826,312
October	80,808,919	98,259,212
November	82,779,633	116,530,365
December	85,334,062	128,788,863
January	80,277,682	138,080,008
February	81,435,170	129,185,097
March	75,173,633	98,911,798
April	57,200,133	64,498,411
May	32,910,985	40,830,167
June	19,002,270	29,046,251

DISTRIBUTION CRUDE OIL HOLDINGS.

	May 31, 1929.	June 30, 1929.
	Lbs.	Lbs.
At mills	32,910,985	19,002,270
At refineries	7,522,235	4,908,513
In transit to refineries and consumers	10,850,930	6,078,060
Total	51,284,150	30,078,843

30,078,843 lbs. crude oil at 8 per cent refining loss equals 27,672,336 lbs. refined oil, or 69,181 barrels.

CRUSH PER TON.

During June, 63,274 tons seed produced 21,552,460 lbs. crude oil, equivalent to 34.6 lbs. per ton, or 17.0 per cent, compared with 17.3 per cent last year.

Total: 5,007,300 tons seed produced 1,584,763,861 lbs. crude oil, equivalent to 316.5 lbs. per ton, or 15.8 per cent, compared with 15.9 per cent last year.

REFINED OIL.

	Pounds produced—	
	1928-29.	1927-28.
On hd. begin. of season	335,093,223	378,612,700
August	19,677,491	33,253,044
September	61,888,959	99,806,066
October	204,255,233	194,676,115
November	222,885,969	205,855,884
December	217,211,158	176,878,548
January	205,903,735	143,229,329
February	167,752,844	138,895,050
March	126,899,035	124,278,927
April	101,474,727	84,027,206
May	60,580,879	62,614,970
June	40,764,803	22,278,849
Total	1,766,178,056	1,664,191,912

Delivered Consumers.

	1928-29.	1927-28.
	Lbs.	Lbs.
August	119,450,288	138,910,312
September	138,490,096	146,550,854
October	143,435,910	110,319,695
November	121,477,121	100,282,317
December	108,374,921	89,374,505
January	126,335,683	106,824,084
February	111,635,066	109,678,450
March	108,159,784	149,083,955
April	115,563,714	111,872,341
May	119,351,868	97,196,933
June	121,812,591	88,976,319
Total	1,335,077,582	1,249,144,985

On hand end of month.

	1928-29.	1927-28.
	Lbs.	Lbs.
August	236,220,426	272,955,432
September	159,629,289	226,210,664
October	220,448,612	310,567,084
November	322,857,460	416,140,651
December	431,693,697	503,139,695
January	511,161,749	539,445,180
February	567,378,997	598,450,330
March	584,978,238	543,876,492
April	570,889,251	516,031,300
May	512,118,262	481,749,397
June	431,100,474	415,040,927

DISTRIBUTION REFINED OIL HOLDINGS.

	May 31, 1929.	June 30, 1929.
	Lbs.	Lbs.
At refineries	491,946,402	416,232,283
At other places	9,103,068	8,128,833

In transit from refineries	11,068,672	6,739,348
Total	512,118,262	431,100,474

AVERAGE REFINING LOSS.

During June, 44,967,370 lbs. crude oil yielded 40,794,803 lbs. refined oil, 8.67 per cent loss, compared with 10.04 per cent loss last year.

Total: 1,554,940,022 lbs. crude oil yielded 1,430,184,833 lbs. refined oil, 7.90 per cent loss, compared with 7.63 per cent loss last year.

SHIPMENTS OF REFINED OIL.

	Export pounds—	
	1928-29.	1927-28.
August	804,022	864,825
September	805,930	708,090
October	919,808	628,163
November	865,488	986,097
December	500,086	665,158
January	752,500	806,865
February	748,208	1,126,882
March	804,647	1,307,676
April	509,965	959,233
May	446,111	941,378
June	Not available	676,099
Total	Not available	9,061,386

Domestic pounds.

	1928-29.	1927-28.
August	118,596,487	136,945,487
September	137,674,166	145,894,945
October	142,516,602	109,661,532
November	120,611,633	99,296,220
December	107,814,835	88,719,347
January	126,583,183	106,117,228
February	110,867,403	108,546,880
March	108,355,137	147,759,289
April	115,063,749	110,913,108
May	118,905,757	96,255,555
June	Not available	88,300,220
Total	Not available	1,239,483,590

Total pounds.

	1928-29.	1927-28.
August	119,450,288	138,910,312
September	138,490,096	146,550,854
October	143,435,910	110,319,695
November	121,477,121	100,282,317
December	108,374,921	89,374,505
January	126,335,683	106,824,084
February	111,635,066	109,678,450
March	108,159,784	149,083,955
April	115,563,714	111,872,341
May	119,351,868	97,196,933
June	121,812,591	88,976,319
Total	1,335,077,582	1,249,144,985

REFINED OIL—SUMMARY IN BARRELS OF 400 POUNDS.

	Produced.	
	1928-29.	1927-28.
Old crop stock	839,983	946,532
August	49,194	83,133
September	154,722	249,515
October	510,938	480,690
November	559,715	514,940
December	543,023	404,934
January	514,506	358,075
February	419,882	347,228
March	317,148	310,684
April	285,087	210,068
May	151,452	157,258
June	101,987	55,685
Total	4,415,445	4,160,480

On hand.

	1928-29.	1927-28.
August	590,551	682,389
September	399,073	505,537
October	531,121	776,418
November	807,143	1,040,352
December	1,079,234	1,257,850
January	1,277,904	1,348,613
February	1,418,197	1,421,667
March	1,462,446	1,359,691
April	1,427,223	1,290,078
May	1,280,261	1,204,373
June	1,077,751	1,037,617

Refined oil on hand.

	1928-29.	1927-28.
Seed on hand will produce	45,205	22,139
Crude oil on hand will produce	69,181	79,745
Seed still to be received will produce.	3,442	25,971
Total	1,195,679	1,165,472

Less approximate carry-over for end of season, Aug. 1, 1929..

	900,000	*908,014
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Available for coming 1 month.

Monthly average consumption, first 11 mos.	295,579	262,458
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Monthly average consumption, last 1 mo.

Monthly average consumption, last 12 mos.	295,579	*262,458
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Monthly average consumption, last 12 mos.

	302,773	*262,110
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*Actual. †Available.

Vegetable Oil Markets

WEEKLY REVIEW

Market Quiet—Prices Irregular—Undertone Heavy—Cash Trade Slow—Crude Inactive—Weather South Favorable—Lard Weak—Crop Reports Satisfactory.

A moderate volume of trade but erratic and irregular price movements featured cotton oil on the New York Produce Exchange the past week. This situation was due to irregular outside markets and a rather mixed trade. Operations on the whole were rather featureless, commission houses hedging on both sides, as were the locals and outside factors. After showing quite a little stubbornness to selling, the market encountered liquidation which appeared to run into stop-loss orders. At the same time there was uncovered a lack of the recent refiners' support in September and some stop-loss orders.

The strength the previous week was largely traceable to the upturn in cotton, so that when the latter market broke sharply it was not surprising to have oil sell off readily. At the same time a sharp break in lard had considerable unsettling influence, while as a matter of fact, the news in the main was against oil values.

On the declines, there was scattered profit taking and some local support based on the belief that the setback had been too rapid, but in the main the professional element could see little or nothing in the general run of news on which to look for more than temporary rallies.

The weather in the South appeared quite satisfactory, while the large cotton factors stated that their crop advices were all that could be desired at this time. The western belt could use some rains nevertheless. On the other hand, the eastern belt wants dryness. There was considerable weevil talk from the East and some claims that climatic conditions the past ten days to two weeks have been favorable for the pest, while now and then reports were heard that the crop was getting away from the weevil.

Cash Trade Quiet.

The fact that the cotton plant is in the critical period of growth the next few weeks makes for a condition where

few care to increase commitments in oil at this time, preferring to look on pending developments. The result is the market remains very susceptible to climatic conditions and the movements in cotton.

Cash trade throughout the week was reported rather quiet, although fair deliveries against old orders were reported. Consuming demand was better for a time, but dried up when prices eased. The impression is that the con-

sumer has taken care of his nearby requirements. Routine news and the statistical position of the market, however, attracts very little attention at this time, the trade being influenced by the new crop progress which will determine ultimately whether or not there is to be an excess of supplies over demand for the new season.

The crude oil markets were extremely slow. It is understood that old crude has been pretty well cleaned up except in Louisiana, and that the market in the Valley was quoted at 7½¢ bid and 7½¢ asked. The lard market broke about ½¢ a pound under commission house and packers' selling, scattered liquidation and stop-loss orders apparently brought about by tired longs and influenced somewhat by a comparatively large run of hogs to market. The weakness in that quarter, naturally, was depressing in oil, although little or no selling of oil came from the West, or packing house quarters. The firm tone in tallow and other soapers' materials again had little or no influence.

Market Depends on Weather.

While some looked on the technical position of the market as having been strengthened by the recent liquidation, others called attention to the fact that oil had difficulty in maintaining the rallies. This created a feeling that prices were headed lower. However, there was no disposition in evidence to press the decline. It is maintained there is a good sized open interest in the September delivery, which will later be forced to transfer holdings to the new crops or liquidate outright. The market as a whole, however, is a weather proposition and weather markets are usually difficult to gauge. Until something more definite is known of the prospective new crop outturn, the market is apt to prove erratic and sensitive to growing conditions.

A crop of 15,000,000 bales, or above, will be taken as meaning sufficient oil for the new season's demand and a good carryover at the end of the next season. A crop below that figure, or even a good weevil scare, might easily bring about increased buying power and a sharp upturn regardless of the ultimate cotton production.

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., July 25, 1929.—With old crop crude about exhausted, trading the past week had been confined mostly to bleachable, with fair volume moving daily. Prices have fluctuated from 8¼¢, Texas, to 8½¢ and back again to 8¼¢. The advance was caused by better lard values, but was quickly lost on July 23 when lard closed weak. There has been some new crop trading at around 7½¢, Texas, with 7½¢ now. Bid offerings are light, no change in values is expected soon. Traders generally look for a small range of ¼¢@½¢ differences, realizing however that during the big consumption months oil could advance sharply during periods of crop scares and also decline sharply should the recent favorable weather continue in Arkansas, Louisiana, Oklahoma and Texas.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., July 25, 1929.—Oil and hulls are nominal. There has been no trading in this section, as all old crop oil is practically sold out and the new crop is not moving. Forty-one per cent protein meal, \$38.00 bid, Memphis. The weather in this section is ideal and the cotton crop is looking very promising.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., July 26, 1929.—Prime crude oil, 7½¢@7½¢; all other commodities nominal; market quiet.

ASPEGREN & CO., Inc.

450 Produce Exchange Bldg.
New York City, N. Y.

BROKERS

COTTON SEED OIL

ORDERS SOLICITED

TO BUY OR SELL PRIME YELLOW COTTON SEED OIL ON
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

FOUR

DELIVERY POINTS

Established for the New Orleans Refined Cotton Seed Oil Contract, viz.:

NEW ORLEANS, at Basis.
Dallas, Tex. at 35 points off basis.

Houston, Tex. at 35 points off basis.

Memphis, Tenn. at 5 points on basis.

Goes into effect with March contracts and thereafter.

In transit oil may be ordered shipped to certain destinations at fixed freight differentials.

New Orleans Cotton Exchange
Trade Extension Committee

The Procter & Gamble Co.

Refiners of all Grades of

COTTONSEED OIL

PURITAN, Winter Pressed Salad Oil
BOREAS, Prime Winter Yellow
VENUS, Prime Summer White
STERLING, Prime Summer Yellow
WHITE CLOVER Cooking Oil
MARIGOLD Cooking Oil
JERSEY Butter Oil
MOONSTAR Coconut Oil
P & G SPECIAL (hardened) Coconut Oil

General Offices:

CINCINNATI • OHIO

Cable Address: "Procter"

The Edward Flash Co.

17 State Street
NEW YORK CITY

Brokers Exclusively

ALL VEGETABLE OILS

In Barrels or Tanks

COTTON OIL FUTURES

On the New York Produce Exchange

COTTONSEED OIL—Market transactions:

Friday, July 19, 1929.

	Range		Closing	
	Sales.	High. Low.	Bid.	Asked.
Spot			980 a	1025
July			985 a	1015
Aug.			980 a	998
Sept.	2800	996 985	994 a	996
Oct.	1700	995 984	995 a	....
Nov.			980 a	993
Dec.	2000	998 989	994 a	....
Jan.	2000	998 988	995 a	994
Feb.			995 a	1000

Total sales, including switches, 8,500 bbls. P. crude S. E. unquoted.

Saturday, July 20, 1929.

Spot			980 a	....
July	100	988 988	985 a	995
Aug.			980 a	995
Sept.	1500	998 992	995 a	992
Oct.	1200	998 996	992 a	993
Nov.			980 a	995
Dec.	2100	995 992	992 a	993
Jan.	1100	996 993	994 a	993
Feb.			993 a	1003

Total sales, including switches, 6,000 bbls. P. crude S. E. unquoted.

Monday, July 22, 1929.

Spot			970 a	....
July			970 a	....
Aug.	400	982 980	970 a	982
Sept.	3000	985 980	979 a	982
Oct.			987 a	983
Nov.			965 a	978
Dec.	1600	983 980	980 a	....
Jan.	300	986 983	980 a	983
Feb.			980 a	990

Total sales, including switches, 5,500 bbls. P. crude S. E. unquoted.

Tuesday, July 23, 1929.

Spot			960 a	....
July			960 a	....
Aug.			950 a	960
Sept.	2400	968 955	955 a	957
Oct.	600	975 950	955 a	960
Nov.			945 a	960
Dec.	2400	965 955	956 a	957
Jan.	600	975 957	959 a	961
Feb.			960 a	970

Total sales, including switches, 6,000 bbls. P. crude S. E. unquoted.

Wednesday, July 24, 1929.

Spot			960 a	....
July			965 a	....
Aug.			955 a	965
Sept.	300	958 955	960 a	965
Oct.	900	965 959	960 a	959
Nov.			950 a	955
Dec.	700	960 958	959 a	....
Jan.	800	968 960	961 a	....
Feb.			960 a	970

Total sales, including switches, 2,700 bbls. P. crude S. E. unquoted.

Thursday, July 25, 1929.

Spot			960 a	....
July			965 a	....
Aug.			955 a	968
Sept.		968 967	968 a	....
Oct.		969 969	969 a	....
Nov.			955 a	975
Dec.		966 959	966 a	....
Jan.		969 968	968 a	970
Feb.			970 a	980

See page 42 for later markets.

COCOANUT OIL—A firm situation prevailed in this market due to strength in copra, a fair demand and limited offerings. Business passed in tanks at New York at 7½c, and at the Pacific coast at 7c. New York nearby tanks

were quoted at 7½c; future, 7½c; Pacific Coast tanks, 7½c; futures, 7½c.

SOYA BEAN OIL—The advance in linseed oil resulted in some business in soya bean oil at the Pacific Coast, the first in some months. Sales were reported at 9½c. The Manchurian soya bean oil market was said to have advanced over 1c lb. from the lows of two months ago.

CORN OIL—The market was rather quiet, but steadily held. Prices were quoted at 8c f.o.b. mills.

PALM OIL—While the volume of business here was limited, the market ruled firm, with reports of active consumer buying in Europe and limited pressure on this side from sellers. At New York, spot Nigre was quoted at 7% @ 7½c; shipment Nigre, 7.40 @ 7.50c; spot Lagos, 8 @ 8½c; shipment Lagos, 7% @ 8c.

PALM KERNEL OIL—The market, after showing considerable strength on firmness in Europe, eased slightly from the highs, but was very steady on the whole. Bulk oil, New York, was quoted at 7.70c and drums quoted at 8½c.

OLIVE OIL FOOTS—Demand continued rather slow in this quarter, but the tone ruled steady, with sellers not pressing. At New York, spot foots were quoted at 9 @ 9½c and shipment foots at 8½c.

RUBBERSEED OIL—Quoted 6c for low grade and 7c nominal for higher grade for shipment.

SESAME OIL—Market nominal.

PEANUT OIL—Market nominal.

COTTONSEED OIL—The situation in spot oil at New York was quiet and the market barely steady with futures, with prices quoted nominally about ¼c over September. Valley crude was quoted at 7½ bid and 7½c asked.

SHORTENING AND OIL PRICES.

Prices of shortening and salad and cooking oils on Thursday, July 25, 1929, based on expressions of member companies of the Shortening and Oil Division of the Interstate Cottonseed Crushers' Association as to their quantity selling programs, were as follows:

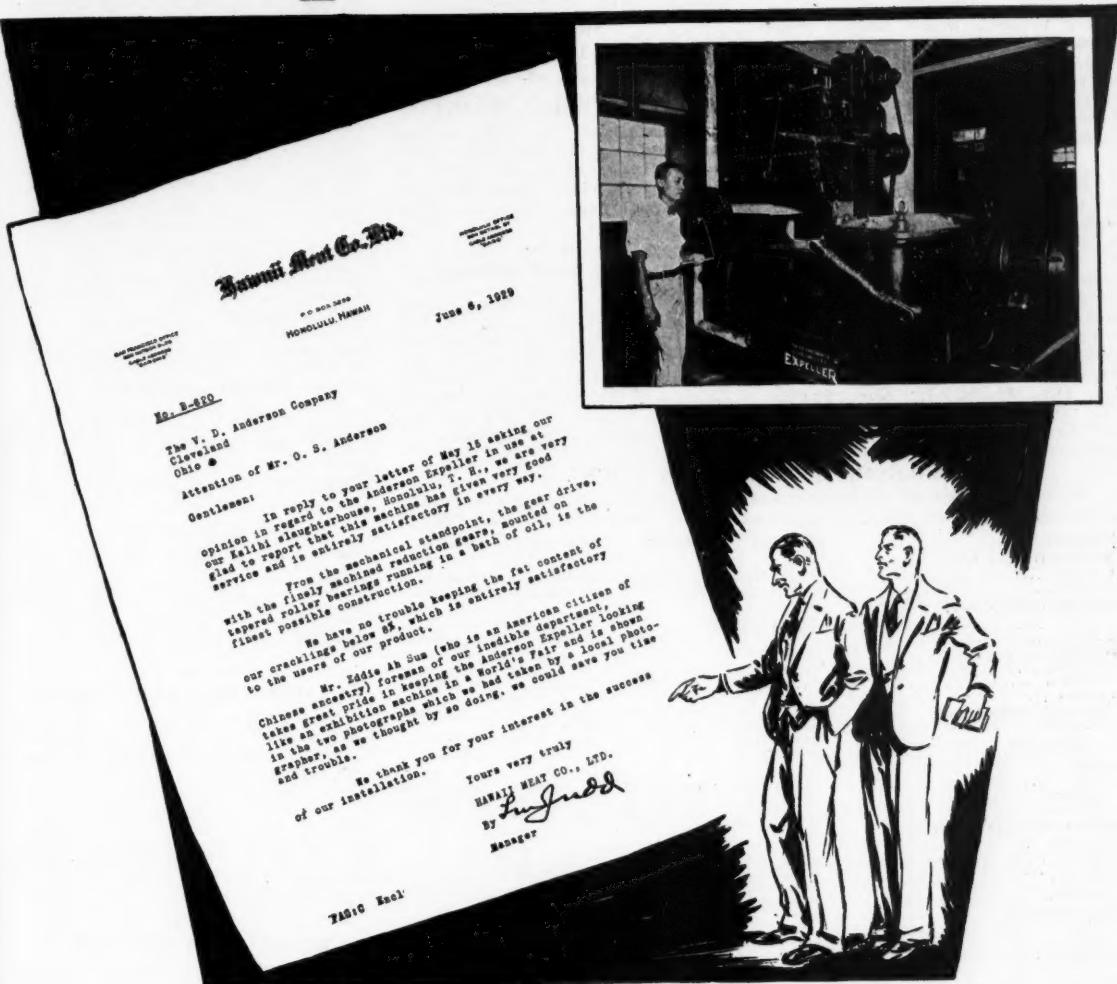
Shortening.		Per lb.
North and Northeast:		
Carlota, 26,000 lbs.	.....	@11¼
3,500 lbs. and up.	.....	@11½
Less than 3,500 lbs.	.....	@12
South:		
10,000 lbs.	.....	@10¾ @11
Less than 10,000 lbs.	.....	@11¼ @12¼
Pacific Coast:		@11½
Salad Oil.		
North and Northeast:		
Carlota, 26,000 lbs.	.....	@10¾ @11
5 bbls. and up.	.....	@11¼
1 to 4 bbls.	.....	@11½ @12
South:		
Carlota, 26,000 lbs.	.....	@10¾ @11
5 bbls. and up.	.....	@11¼
1 to 4 bbls.	.....	@11½ @11¾
Pacific Coast:		@11
Cooking Oil—White.		
½c per lb. less than salad oil.		
Cooking Oil—Yellow.		
½c per lb. less than salad oil.		

MAY MARGARINE PRODUCTION.

Production of margarine during May, 1929, with comparisons for the same month last year, as reported by margarine manufacturers to the U. S. Department of Agriculture, was as follows:

	May, 1929, Lbs.	May, 1928, Lbs.
Uncolored	25,998,700	21,985,387
Colored	1,379,073	1,204,248
Total	27,377,782	23,249,635

An Expeller in Hawaii



Hawaii Meat Co., Ltd.
P. O. BOX 1049
HONOLULU, HAWAII
June 6, 1929

No. B-820
The V. D. Anderson Company
Cleveland
Ohio

Attention of Mr. O. S. Anderson
Gentlemen:

In reply to your letter of May 15 asking our opinion in regard to the Anderson Expeller in use at our Kelihi slaughterhouse, Honolulu, T. H., we are very glad to report that this machine has given very good service and is entirely satisfactory in every way.

From the mechanical standpoint, the gear drive, with the closely machined reduction gears, mounted on tapered roller bearings running in a bath of oil, is the finest possible construction.

We have no trouble keeping the fat content of our cracklings below 8%, which is entirely satisfactory to the users of our product.

Mr. Eddie Ah Sun (who is an American citizen of Chinese ancestry) foreman of our inedible department, takes great pride in keeping the Anderson Expeller looking like an exhibition machine in a World's Fair and is shown in the two photographs which we had taken by a local photographer, as we thought by so doing, we could save you time and trouble.

We thank you for your interest in the success of our installation.

Yours very truly
HAWAII MEAT CO., LTD.
By *W. Judd*
Manager

74510 Encl

THE above letter and photograph are proof of our past contentions that an Anderson Expeller will produce a lower fat content in cracklings. This one is below 8 percent. Some have been a little higher, many have been lower than this, depending upon conditions.

Notice the Hawaii Meat Co., Ltd. have expressed themselves as being entirely satisfied with Expellers. This is the time for you to investigate the use of Expellers in your plant.



THE V. D. ANDERSON COMPANY
1946 West 96th Street • Cleveland, Ohio

The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products broke sharply under general selling liquidation and stop loss orders, but recovered somewhat with a better technical position due to commission house buying profit taking, a firmer hog market and some packers support.

Cottonseed Oil.

Cotton oil was very quiet and steady the latter part of the week being influenced by light offerings, a better tone in cotton and lard profit taking. Eastern belt weevil report offset beneficial moisture in Texas. Practically nothing doing in old or new crude. Cash trade quiet.

Quotations on cottonseed oil at New York, Friday noon, were: July \$9.70 bid; August, \$9.52@9.65; Sept., \$9.68@9.70; Oct., \$9.70@9.72; Nov., \$9.60@9.72; Dec., \$9.71@9.73; Jan., \$9.73@9.76; Feb., \$9.73@9.83.

Tallow.

Tallow, extra, 7½@7¾c.

Stearine.

Stearine, oleo, 10½c.

FRIDAY'S GENERAL MARKETS.

New York, July 26, 1929. — Lard, prime western, \$12.75@12.85; middle western, \$12.65@12.75; city, 12½c; refined continent, 12½c; South American, 13½c; Brazil kegs, 14½c; compound, 11½c.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to July 26, 1929, show exports from that country were as follows: To England, 28,215 quarters; to the Continent, 40,363 quarters.

Exports of the previous week were as follows: To England, 181,851 quarters; to the Continent, 28,498 quarters.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on July 25, 1929:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS (700 lbs. up):				
Choice	\$23.50@24.50	\$23.50@24.50	\$24.50@25.50	\$25.00@26.00
Good	22.50@23.50	22.50@23.50	23.50@24.50	23.50@25.00
STEERS (550-700 lbs.):				
Choice	23.50@25.00		24.50@25.50	25.00@27.00
Good	22.50@23.50		23.00@24.50	23.00@25.00
STEERS (500 lbs. up):				
Medium	21.00@22.00	21.50@22.50	19.50@23.00	21.00@22.50
Common		20.00@21.50	18.00@20.00	18.00@20.50
STEERS (1):				
Yearling (300-550 lbs.):				
Choice	24.00@25.00		24.50@25.50	
Good	23.00@24.00		23.50@25.00	
Medium	21.50@23.00			
COWS:				
Good	19.00@20.00	19.50@20.50	20.00@21.50	20.00@21.00
Medium	17.00@19.00	18.50@19.50	17.50@19.00	18.00@19.00
Common	15.50@17.00	17.50@18.50	16.50@17.50	16.50@17.50
Fresh Veal and Calf Carcasses:				
VEALERS (2):				
Choice	24.50@26.00	26.00@27.00	28.00@30.00	
Good	23.00@24.50	24.00@26.00	26.00@28.00	24.00@25.00
Medium	21.50@23.00	22.00@24.00	24.00@26.00	22.00@23.00
Common	20.00@21.50	20.00@22.00	23.00@24.00	
CALF (2) (3):				
Choice			24.00@26.00	
Good	18.00@20.00	20.00@21.00	23.00@25.00	21.00@22.00
Medium	16.50@18.00	19.00@20.00	21.00@23.00	20.00@21.00
Common	15.50@16.50	18.00@19.00	19.00@21.00	
Fresh Lamb and Mutton:				
LAMB (35 lbs. down):				
Choice	28.00@29.00	25.00@27.00	27.00@29.00	29.00@30.00
Good	26.00@28.00	24.00@26.00	26.00@28.00	28.00@29.00
Medium	23.00@25.00	20.00@24.00	23.00@26.00	24.00@27.00
Common	19.00@22.00	17.00@20.00	21.00@23.00	20.00@23.00
LAMB (39-45 lbs.):				
Choice	28.00@29.00	25.00@27.00	26.00@28.00	29.00@30.00
Good	26.00@28.00	24.00@26.00	25.00@27.00	28.00@29.00
Medium	23.00@25.00	20.00@24.00	23.00@25.00	24.00@27.00
Common	19.00@22.00	17.00@20.00	21.00@23.00	20.00@23.00
LAMB (46-55 lbs.):				
Choice			26.00@27.00	
Good			25.00@26.00	
MUTTON (Rwe) 70 lbs. down:				
Good	14.00@15.00	14.00@16.00	14.00@16.00	15.00@16.00
Medium	12.00@14.00	12.00@14.00	12.00@14.00	14.00@15.00
Common	11.00@12.00	10.00@12.00	11.00@12.00	
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	28.50@28.50	25.00@27.00	26.00@28.00	27.00@29.00
10-12 lbs. av.	24.50@26.50	24.00@26.00	25.00@27.00	26.00@27.00
12-15 lbs. av.	21.00@23.00	20.50@23.00	21.00@24.00	22.00@24.00
16-22 lbs. av.	17.50@19.00	17.00@19.00	18.00@20.00	18.00@21.00
SHOULDERES N. Y. Style, Skinned:				
8-12 lbs. av.	16.50@18.00		18.00@20.00	18.00@20.00
PICNICS:				
6-8 lbs. av.		16.00@17.00	17.00@18.50	
BUTTS Boston Style:				
4-8 lbs. av.	21.50@23.00		23.00@25.00	22.00@25.00
SPARE RIBS:				
Half Sheets	13.00@14.00			
TRIMMINGS:				
Regular	10.50@11.00			
Lean	20.00@20.50			

(1) Includes heifer yearlings 450 lbs. down at Chicago and New York. (2) Includes "skins on" at Chicago and New York. (3) Includes sides at Boston and Philadelphia.

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers, week ended July 18, 1929, with comparisons, as reported by the Dominion Livestock Branch:

BUTCHER STEERS.			
1,000-1,200 lbs.			
	Week ended July 18.	Prev. week.	Same week, 1928.
Toronto	\$11.50	\$12.50	\$12.00
Montreal	11.85	12.00	10.75
Winnipeg	11.00	12.00	10.00
Calgary	10.35	11.35	9.75
Edmonton	10.25	10.50	9.50
Prince Albert			8.25
Moose Jaw	9.50	10.50	9.00
Saskatoon			
VEAL CALVES.			
Toronto	\$15.50	\$15.50	\$15.00
Montreal	12.50	13.00	12.00
Winnipeg	14.00	14.00	14.00
Calgary	11.00	11.50	11.50
Edmonton	11.00	11.00	11.00
Prince Albert	10.00	10.00	9.50
Moose Jaw	10.00	10.00	11.75
Saskatoon	10.00	10.00	
SELECT BACON HOGS.			
Toronto	\$14.75	\$14.50	\$13.25
Montreal	14.75	15.00	12.00
Winnipeg	13.50	13.75	12.00
Calgary	13.50	13.50	11.85
Edmonton	13.50	13.50	11.00
Prince Albert	13.75	13.75	12.10
Moose Jaw	13.40	13.65	11.90
Saskatoon	13.55	13.55	
GOOD LAMBS.			
Toronto	\$16.00	\$16.50	\$16.25
Montreal	15.50	16.50	14.00
Winnipeg	14.50	16.50	15.00
Calgary	14.00	14.50	14.00
Edmonton	12.00	14.00	13.00
Prince Albert	11.50		
Moose Jaw	13.00	15.00	
Saskatoon	13.00	15.00	

CANADIAN MEATS IN STORAGE.

Cold storage holdings of meats in Canada as of July 1, 1929, as reported by the Dominion Live Stock Branch, with comparisons, were as follows:

	July 1, 1929.	June 1, 1929.	July 1, 1928.	5-yr. avg., July 1.
Beef	7,108,216	9,352,249	8,097,881	8,588,423
Veal	1,992,695	1,763,594	1,098,945	1,038,844
Pork	38,418,892	44,075,292	50,022,532	46,622,247
Mutton & Lamb.	830,670	1,598,800	759,939	772,632

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended July 20, 1929, were 2,947,000 lbs.; previous week, 5,647,000 lbs.; same week last year, 3,001,000 lbs.; from January 1 to July 20 this year, 113,863,000 lbs.; same period a year ago, 123,837,000 lbs.

Shipments of hides from Chicago for the week ended July 20, 1929, were 3,501,000 lbs.; previous week, 4,951,000 lbs.; same week last year, 4,314,000 lbs.; from January 1 to July 20 this year, 125,369,000 lbs.; same period a year ago, 129,269,000 lbs.

IMPORTS OF CATTLE HIDES.

Imports of cattle hides at New York, Boston and Philadelphia for the weeks ended June 29, and July 6, 13 and 20, 1929, as reported by the New York Hide Exchange, with comparisons, were as follows:

	Wk. ended:	New York.	Boston.	Phila.
July 20		88,800	626	
July 13		24,594	1,917	2,503
July 6		33,208	1,023	2,422
June 29		50,398	1,301	4,080
July 21, 1928		43,319	11,677	
July 14, 1928		40,342	31,190	
To July 20, 1929		792,126	151,713	
To July 21, 1928		1,647,648	852,814	

Hide and Skin Markets

Chicago.

PACKER HIDES—There was a fair trade in the packer hide market during the week, with further strength in the heavy hides evidenced by an advance of $\frac{1}{2}$ c paid for butt branded and heavy Texas steers, while a similar advance was firmly asked on heavy native steers. The market on light hides, however, has been a little soft; light native cows advanced $\frac{1}{4}$ c at the end of last week for July take-off, but further sales of July hides were reported late this week at the old price basis. Sales of about 70,000 reported during the period, including 5,000 at last weekend. One feature of the trading during the period was the conflicting reports as to quantities moving. Killers' stocks are generally admitted to be light and heavy hides in good demand; but the continued unsatisfactory condition of the upper leather market has been holding back the light hides, and at present they are being quoted under the prices obtained for sole leather hides.

Spread native steers last sold at 20c for April-June take-off, in the eastern market. Bids of 18c for heavy native steers declined, asking 18 $\frac{1}{2}$ c. Extreme native steers were sold at 17 $\frac{1}{2}$ c for June and July take-off, about 12,000 moving late last week and this week.

One packer moved a car of butt brands early in the period at 17c, but about 10,000 late June and July butts sold later at 17 $\frac{1}{2}$ c, or $\frac{1}{2}$ c advance. About 6,000 Colorados were reported at 16 $\frac{1}{2}$ c, unchanged price; this reported bid for more. Heavy Texas steers moved at the advanced price, 17 $\frac{1}{2}$ c, for about 6,000 early Julys; and 4,000 light Texas steers brought 16 $\frac{1}{2}$ c, unchanged. Extreme light Texas steers quoted at 16 $\frac{1}{2}$ c.

Two cars of July heavy native cows sold at 18c, steady. This price bid for more. Light native cows advanced $\frac{1}{4}$ c late last week when 5,000 Julys sold at 17 $\frac{1}{2}$ c; later one packer sold 2,000 May-Junes at 16 $\frac{1}{2}$ c, and last trade this week was 10,000 July Missouri River points at 17c. Total of 15,000 branded cows sold at 16 $\frac{1}{2}$ c, steady.

Two cars of June-July native bulls sold at 12 $\frac{1}{2}$ c, steady, and one car reported later at 12 $\frac{1}{2}$ c. Branded bulls nominally 11@11 $\frac{1}{2}$ c.

The South American market eased off \$1.00 gold, equal to about $\frac{1}{2}$ c, c.i.f. New York, on sales of July frigorifico steers at \$36.50, as against \$37.50 paid late last week, these hides being winter quality.

SMALL PACKER HIDES—Nothing new reported in the small packer market, locally, most of July productions having moved previous week at 17c for all-weight native steers and cows and 15 $\frac{1}{2}$ c for branded. Couple killers still holding July; one not offering.

Last trading in the Pacific Coast market was by three San Francisco packers late last week at 15c flat for June steers and cows.

HIDE TRIMMINGS—Big packer hide trimmings quoted \$36.00@37.00, with last trading a car equal to top price, Chicago basis; small packer trimmings nominally \$33.00@34.00.

COUNTRY HIDES—Market continues dull with prices about steady. Good all-weights quoted 12 $\frac{1}{2}$ @13c, with offerings light. Heavy steers and cows nominally 12c. Buff weights generally priced 13c. A few cars of 25/45 lb. extremes sold at 15 $\frac{1}{2}$ c, and 16c asked. All-weight branded priced around 11c, less Chicago freight.

CALFSKINS—Market easier. Late this week one big packer sold 24,000 June calf at 23c, northern basis; another moved 15,000 July calf during the period at 23 $\frac{1}{2}$ c.

First-salted Chicago city calf available at 20@20 $\frac{1}{2}$ c. Mixed cities and countries quoted 18 $\frac{1}{2}$ @19c; straight countries around 17@17 $\frac{1}{2}$ c. Last sales of Chicago city light calf and deacons at \$1.60; nominally around \$1.50 at present.

KIPSKINS—Two big packers moved 7,000 native kips at 21 $\frac{1}{2}$ c last weekend, or a cent decline. Over-weights nominally 20c, branded 18c.

First-salted Chicago city kips quoted nominally around 19 $\frac{1}{2}$ c; mixed cities and countries 17@17 $\frac{1}{2}$ c; straight countries around 16c.

Packer regular slunks reported sold again at \$1.40; no demand for hairless and market only nominal until some trading develops.

HORSEHIDES—Market slow and choice city renderers quoted \$5.75@6.00, ranging down to \$5.00@5.25 asked for mixed lots.

SHEEPSKINS—Dry pelts quoted 20@21c per lb. Shearings easier; a big packer moved two lots, totalling 7,100 straight No. 1's, at \$1.15. Some outside small packer lots talked around 85@90c. Pickled skins quiet, with easier prices talked; quoted \$9.37 $\frac{1}{2}$ @9.50 per doz. straight run at Chicago, top last paid. Spring lambs reported sold in the East at \$2.25 per cwt. live lamb.

PIGSKINS—No. 1 pigskin strips quoted nominally 6 $\frac{1}{2}$ @7c; no interest at present and trading necessary to establish market. Gelatine stocks firm at 5c for fresh frozen and 4 $\frac{1}{2}$ c green salted.

New York.

PACKER HIDES—One packer sold July production, around 7,000 hides, early this week at 18c for native steers, 17c for butt branded steers and 16 $\frac{1}{2}$ c for Colorados. Other killers asking 18 $\frac{1}{2}$ c, 17 $\frac{1}{2}$ c, and 16 $\frac{1}{2}$ c, and bids at $\frac{1}{2}$ c under these prices declined.

COUNTRY HIDES—Little interest has been apparent in the country market, tanners not being willing to pay the prices asked. Buff weights generally priced 13c, with 25/45 lb. extremes held at 15 $\frac{1}{2}$ c; some talking higher, while others claim they will not pay over 15c.

CALFSKINS—Market reported quiet; holders had been asking \$1.85 for 5-7's, \$2.35 for 7-9's and \$3.15 for 9-12's early, prior to the trading in the western market. One car of 12/17 lb. veal kips sold at \$3.45, steady, early.

New York Hide Exchange Futures.

Closing quotations on futures trading on the New York Hide Exchange for the days mentioned:

Saturday, July 20, 1929.—Aug. 17.50 @17.75; Sept. 17.65@17.90; Oct. 17.90 @18.20; Nov. 18.25@18.45; Dec. 18.55; Jan. 18.60@18.70; Feb. 18.70 bid; Mar. 18.80 bid; Apr. 18.90 bid; May 19.25@19.35; June 19.25@19.50. Sales 1 lot.

Monday, July 22, 1929.—Aug. 17.40 @17.70; Sept. 17.60@17.90; Oct. 17.70 @18.00; Nov. 18.25@18.35; Dec. 18.40 @18.50; Jan. 18.40@18.65; Feb. 18.50 bid; Mar. 18.60 bid; Apr. 18.90 bid; May 19.15@19.25; June 19.15@19.30. Sales 9 lots.

Tuesday, July 23, 1929.—Aug. 17.20 @17.50; Sept. 17.50@17.75; Oct. 17.80 bid; Nov. 18.00 bid; Dec. 18.40@18.55; Jan. 18.50@18.70; Feb. 18.50 bid; Mar. 18.60 bid; Apr. 18.80 bid; May 19.15@19.30; June 19.00@19.30; July 19.00@19.40. Sales 4 lots.

Wednesday, July 24, 1929.—Aug. 17.10@17.50; Sept. 17.40@17.60; Oct. 17.70@17.80; Nov. 17.90 bid; Dec. 18.35 @18.45; Jan. 18.50@18.55; Feb. 18.50 bid; Mar. 18.60 bid; Apr. 18.85 bid; May 19.15@19.20; June 19.00@19.20; July 19.00@19.40. Market easy. Sales 18 lots.

Thursday, July 25, 1929.—Aug. 17.00 nom.; Sept. 17.20 nom.; Oct. 17.40 nom.; Nov. 17.55 bid; Dec. 18.05@18.10; Jan. 18.00@18.10; Feb. 18.25 nom.; Mar. 18.50@18.60; Apr. 18.70 nom.; May 18.75 bid; June 18.75 nom.; July 18.75 nom. Closed weak. Sales 21 lots.

Friday, July 26, 1929.—Aug. 16.80 nom.; Sept. 17.00; Oct. 17.20@17.40; Nov. 17.50 bid; Dec. 17.95; Jan. 18.05; Feb. 18.20 bid; Mar. 18.35 bid; Apr. 18.40 bid; May 18.60@18.65; June 18.50 @18.90; July 18.70@19.00. Close easy. Sales 28 lots.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended July 26, 1929, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ended July 26, 1929.	Prev. week.	Cor. week, 1928.
Spr. nat. str.	@20	@20	@20 $\frac{1}{2}$
Hvy. nat. str.	@18b	@18b	@24 $\frac{1}{2}$
Hvy. Tex. str.	@17 $\frac{1}{2}$	@17	@24
Hvy. butt			
Brnd'd str.	@17 $\frac{1}{2}$	@17	@24
Hvy. Col. str.	@16 $\frac{1}{2}$ b	@16 $\frac{1}{2}$	@23 $\frac{1}{2}$
Ex-light Tex.			
str.	@16 $\frac{1}{2}$	@16 $\frac{1}{2}$	@24
Brnd'd cows.	@16 $\frac{1}{2}$	@16 $\frac{1}{2}$	@24
Hvy. nat. cows	@18b	@18	@24 $\frac{1}{2}$
Li. nat. cows	@17b	@17b	@24 $\frac{1}{2}$
Nat. bulls.	@12 $\frac{1}{2}$	@12 $\frac{1}{2}$	@18 $\frac{1}{2}$
Brnd'd bulls.	@11 $\frac{1}{2}$	@11 $\frac{1}{2}$	@17
Calfskins	@23 $\frac{1}{2}$	@24ax	@31
Kips, nat.	@21 $\frac{1}{2}$	@22ax	@29
Kips, ov-wt.	@20m	@20m	@28
Kips, brnd'd.	@18m	@18m	@27
Slunks, reg.	@1.40	@1.40	@1.65
Slunks, hris.	@40n	@40n	@70
Light native butt branded and Colorado steers 1c per lb. less than heavies.			

CITY AND SMALL PACKERS.			
Nat. all-wts.	@17	@17b	@25
Branded	@15 $\frac{1}{2}$	@15 $\frac{1}{2}$ b	@24
Nat. bulls	@12 $\frac{1}{2}$	@12 $\frac{1}{2}$	@18
Brnd'd bulls	@11	@11	@17
Calfskins	@20 $\frac{1}{2}$	@21 $\frac{1}{2}$ ax	@28 $\frac{1}{2}$
Kips	@19 $\frac{1}{2}$ n	@20 $\frac{1}{2}$	@27 $\frac{1}{2}$
Slunks, reg.	@1.20	@1.20	@1.50
Slunks, hris.	@30m	@30m	@50

COUNTRY HIDES.			
Hvy. str.	@12n	@12 $\frac{1}{2}$	@19 $\frac{1}{2}$
Hvy. cows	@12n	@12 $\frac{1}{2}$	@17
Deacons	@13	@13 $\frac{1}{2}$	@20
Extremes	@15 $\frac{1}{2}$	@15 $\frac{1}{2}$	@22 $\frac{1}{2}$
Bulls	@10m	@10 $\frac{1}{2}$	@15
Calfskins	@17 $\frac{1}{2}$	@17	@24 $\frac{1}{2}$
Kips	@16	@17	@23 $\frac{1}{2}$
Light calf	1.10@1.20	1.10@1.20	1.50@1.65
Deacons	1.10@1.20	1.10@1.20	1.50@1.65
Slunks, reg.	@50	@50	@50
Slunks, hris.	@15	@15	@25
Horsehides	.50@6.00	.50@6.25	7.50@8.00
Hogskins	@70	@70	@90

SHEEPSKINS.			
Pkr. lambs	@2.25		
Sml. pkr.			
Lambs	2.00@2.10		
Pkr. shearings	@1.15	1.17 $\frac{1}{2}$ @1.30	@1.45
Dry pelts	@21	@21	@32

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, July 25, 1929.

CATTLE—Compared with a week ago, strictly choice grain fed steers are strong to 25c higher. Top, \$16.75, against \$16.55 last week, weighty kinds bringing a premium, but light steers on long yearling order uncovered new high mark at \$16.60, with 956-lb. yearlings, \$16.50. All grades light yearlings 25c higher, but inbetween grades of matured steers 50@75c lower, downturn falling mostly on kinds selling at \$13.00 @15.00. She stock slow and uneven; common fat kinds and cutters, strong to 25c higher; inbetween grade fat offerings, weak to 25c lower; bulls, mostly 25c lower; choice vealers, about steady. Medium to good light kinds, 50c lower; extreme top light heifers, \$15.25; most light yearlings, \$13.50 @14.50; mixed yearlings, up to \$16.00.

HOGS—Early price break recovered later in week as loadings were cut down. Today's quotations strong to 10c higher than a week ago. Shipping demand light. Big packers good buyers at mid-week break, but reluctant to follow advances. Today's top, \$12.40; bulk of good to choice 160- to 220-lb. weights, \$12.10@12.35; 230- to 250-lb. averages, \$11.65@12.00; few loads up to \$12.10; 260- to 290-lb. weights, \$11.35 @11.60; big weight butchers, down to \$11.00; good to choice 130- to 150-lb. weights, \$11.75@12.25; pigs, mostly \$11.00@12.00; bulk packing sows, \$9.85 @10.40; smooth lightweights, up to \$10.60.

SHEEP—Larger receipts and an unsatisfactory dressed lamb trade prompted sharp price breaks. Compared with last Thursday, fat lambs, \$1.00@1.25 lower; undergrades, \$1.50 off; fat ewes, 25@50c lower. Late tops: Range lambs, \$14.00; natives, \$14.25; fat ewes, \$6.50. Late bulks: Range

lambs, \$13.50@14.00; natives, \$13.25@13.50; fat ewes, \$5.50@6.50; early sales yearlings, \$11.50@12.00.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kans., July 25, 1929.

CATTLE—An expansion in the movement of western grass cattle and more liberal marketing of native grain feds slowed up the cattle trade this week. All classes except strictly choice fed steers and yearlings are closing weak to unevenly lower. Better kinds of western grassers and natives under the choice grade are generally 50c lower, while common lightweight grass steers declined around 25c. She stock ruled weak to unevenly lower, with maximum losses of 25@50c on short fed and grass fat heifers. Bulls were weak to 25c lower, but vealers held steady, with a top of \$14.50. Highly finished 1,055-lb. yearling steers topped at \$16.25, while best matured steers realized \$15.65. Bulk of fed steers and yearlings cashed from \$13.00 @15.50, and straight grassers sold mostly from \$9.00@12.00.

HOGS—Demand for offerings scaling from 240 lb. down have met a fairly broad shipping outlet all week, and closing prices are generally 10@15c over last Thursday. Weightier offerings, averaging 250 lb. and above, have been neglected and found a very draggy outlet to local killers, and final values are steady to 15c below a week ago. Selected lots of 190- to 215-lb. weights reached \$11.95 on Thursday's session for the extreme top of the week. At the close the bulk of the 160- to 240-lb. weights cleared from \$11.60@11.90, while 250- to 300-lb. butchers went from \$11.00@11.50. Packing grades are 25c lower at \$9.00@10.15.

SHEEP—Lamb prices declined stead-

ily throughout the week, with today's values 75c to \$1.00 below a week ago, and mature classes showing a 25@50c loss. Colorado lambs topped early at \$14.75, but \$13.85 secured best Idahos offered at the close. Late sales of natives ranged at \$13.25@13.50, Colorado ewes cleared at \$6.50.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, July 25, 1929.

CATTLE—Further readjustment took place in the cattle trade during the period. Strictly choice fed steers, yearlings and she-stock held close to steady, but the lower grades, or those that come in for competition with grassers, were under pressure and sharply lower. In a general way, good and choice fed steers and yearlings and she stock were 10@25c lower; other grades, 25@50c down, with instances cited as 75c lower. Bulls reflect a 25 @50c decline, while veals developed weakness early in the week, but recovered later. Top for the period, \$16.35, was reached on weighty steers, long yearlings, \$16.10. Bulk fed steers and yearlings, \$13.00@15.25. Practical veal top, \$15.00.

HOGS—Limited shipping inquiry and bearish wires from outside market centers has featured the hog trade, and the general trend to values has been weaker. Comparisons Thursday with Thursday uncover a loss of 10@25c, with packing grades and weighty butchers showing the most loss. Thursday's top, \$11.75, for 190 to 210-lb. averages.

SHEEP—Increased supplies of lambs from the range states, both here and at other leading markets, resulted in a sweeping decline on lambs and yearlings. The break for the period was \$1.00@1.25. Matured sheep reflect a 25c break. On Thursday of this week, bulk of the range slaughter lambs cashed \$13.50@13.75; natives, \$13.50; fed clipped lambs, \$13.00; yearlings, \$11.00@11.50; slaughter ewes, \$5.50@6.50; top, \$6.75.

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ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., July 25, 1929.

CATTLE—Compared with one week ago: Steers at \$16.00 and better sold steady; other natives, 25@50c lower, with some medium kinds off 75c; best western steers, 10@15c lower; others, 25@60c lower; fat heifers, 50c lower; medium heifers, 75c lower; choice cows, steady; other cows, 25@50c lower; low cutters and vealers, steady; bulls, 25c lower. Top matured steers at \$16.25, averaged 1,446 lb., while best yearlings brought \$15.50, averaging 916 lb. Top heifers landed \$14.50; best mixed yearlings, \$14.25; bulk native steers, \$12.65 @15.65; western steers, \$10.25@12.00; fat heifers, \$12.75@13.50; cows, \$8.00@9.50; low cutters, \$5.50@6.00.

HOGS—At the close today, compared with a week ago, hog prices are 10@25c lower, with packing sows steady and strong weight pigs strong to 25c higher. The early top was \$12.40.

SHEEP—Sharply lower prices at eastern markets on the dressed product have made for a break of \$1.25 to mostly \$1.50 on fat lambs, with throwouts 50c lower than a week ago. Sheep are steady. Top, good to choice lambs today, \$13.25; bulk, \$13.00@13.25; throwouts, \$8.50; bulk fat ewes, \$5.00 @6.00.

SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., July 25, 1929.

CATTLE—Downward price revisions generally featured the cattle trade in response to increased supplies and less urgent demand. Choice steers and yearlings ruled weak to 25c lower, while others finished 25@50c off. Light and medium weight beefs topped at \$16.35; yearlings reached \$16.10; most matured steers, \$14.25@16.15; bulk of yearlings and steers, 1,100 lb. down, \$13.25@15.75. Best heifers and cows escaped most of the 25@50c downturn registered for other slaughter she stock. Choice heifers topped at \$14.60, and beef cows bulked at \$8.25@10.25. Bulls finished 25c lower, and most sausage kinds brought \$8.50@9.00. Vealers declined 50c, and only selects sold above \$13.50 late.

HOGS—Butchers ruled 10@15c higher, and packing sows held steady. Choice 180- to 210-lb. weights topped at \$11.75, and most 160- to 260-lb. weights turned at \$11.25@11.65. The bulk of 270- to 360-lb. butchers earned \$10.65 @11.15. Packing sows cashed mainly at \$9.75@10.25, with best at \$10.35.

SHEEP—Slaughter lambs lost fully \$1.00, with the late bulk of desirable natives and rangers at \$13.50@13.75. Idahos topped early at \$14.50. Fat ewes finished about steady, with an extreme top at \$7.00.

ST. PAUL

(Reported by U. S. Bureau of Agricultural Economics.)

So. St. Paul, Minn., July 24, 1929.

CATTLE—Strictly choice grain fed steers continue to carry a strong undertone. This was evident by the establishment of a new top on heavy steers here today, when eighteen head of 1,416-lb. averages cashed at \$16.00.

Choice yearlings have earned \$15.50 on two occasions this week, while the bulk on grain fed steers and yearlings was from \$13.50@14.25; inbetween and grassy kinds, down to \$11.00 and under. She stock cleared mainly at \$7.50 @9.25 for cows; heifers, from \$9.50@11.25; cutters, \$6.00@7.25. The practical top on weighty medium grade bulls was \$9.50, the bulk cashing from \$8.75@9.25. Good light vealers cashed on today's market within a range of \$15.00@16.50, with most sales from \$15.00 to mostly \$15.50.

HOGS—Lights and light butcher hogs ruled 15c higher for the period, with medium and heavy butchers 15c to mostly 25c lower. Desirable hogs scaling from 160 lbs. to around 230 lbs. sold at \$11.50@11.75; 240- to 260-lb. weights, \$11.00@11.25; heavier weights, as low as \$10.25. Packing sows cleared at \$9.50@9.75; pigs and light lights, largely at \$11.75.

SHEEP—A downward trend in the lamb market depressed values mostly 75c on fat kinds, with others mostly 50c lower. Yearlings and ewes showed little change. Desirable fat native lambs sold at \$12.50@13.50 mostly; throwouts, \$9.50. Fat ewes to killers cashed at \$5.00@6.00 mostly. Breeding ewes were in less demand than recently, full mouths selling at \$6.50@7.00; two's and three's, from \$7.50@8.00.

ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., July 25, 1929.

CATTLE—The market for choice grain-finished steers showed continued strength, and best fat heifers and cows ruled steady, but steers selling much below \$15.00 and all other grades of she stock sold at a 25c to 50c decline. Most weakness was observable in low grade cows and grass steers. Choice heavy steers went to a new mark for the year at \$16.25, weight 1,418 lb. Sev-

eral other loads brought \$16.00 and \$16.15; bulk fed steers and yearlings, \$13.50@15.50; grassers, principally \$9.50@11.50; choice heifers, \$14.75; top cows, \$11.25; best vealers, \$14.00.

HOGS—Light and medium weight hogs found a steady to 15c higher market for the week, but most buying interests avoided the weightier offerings and these finished the week at a 25@50c decline. Between best light hogs and some of the heaviest offerings there was a spread of \$1.40, the widest this season. Light hogs topped at \$11.90 late.

RECEIPTS AT CHIEF CENTERS.

Combined receipts of cattle, hogs and sheep at principal markets, week ended July 20, 1929, with comparisons:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended July 20.....	208,000	550,000	267,000
Previous week	200,000	607,000	304,000
1928	215,000	510,000	276,000
1927	227,000	498,000	251,000
1926	275,000	504,000	232,000
1925	284,000	553,000	253,000
At 11 markets:	Cattle.	Hogs.	Sheep.
Week ended July 20.....	154,000	428,000	191,000
Previous week	155,000	471,000	227,000
1928	156,000	390,000	202,000
1927	170,000	368,000	196,000
1926	226,000	374,000	177,000
1925	222,000	428,000	181,000
At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended July 20.....	154,000	428,000	191,000
Previous week	155,000	471,000	227,000
1928	156,000	390,000	202,000
1927	170,000	368,000	196,000
1926	226,000	374,000	177,000
1925	222,000	428,000	181,000

U. S. INSPECTED HOG KILL.

Hogs slaughtered under federal inspection at seven centers during the week ended Friday, July 19, 1929:

	Wk. ended July 19.	Prev. Cor. wk., week. 1928.
Chicago	139,785	139,255 106,948
Kansas City, Kan.	49,168	57,332 30,062
Omaha	48,320	59,668 36,715
*St. Louis	56,333	60,837 48,046
Sioux City	31,363	30,024 26,475
St. Paul	36,678	34,560 28,274
New York City	22,865	25,677 24,806

*Includes East St. Louis, Ill.

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KENNETT-MURRAY ORGANIZATION

RECEIPTS AT CENTERS

SATURDAY, JULY 20, 1929.			
	Cattle.	Hogs.	Sheep.
Chicago	1,000	4,000	3,000
Kansas City	150	1,000	
Omaha	300	7,500	100
St. Louis	300	4,000	500
St. Joseph	100	4,000	1,500
St. Paul	100	5,000	1,000
St. Paul	700	700	100
Okla. City	100	700	
Fort Worth	400	300	
Denver	100	500	100
Louisville	100	200	800
Wichita	100	1,400	100
Indianapolis	100	4,000	500
Pittsburgh	100	2,000	200
Cincinnati	400	1,500	300
Buffalo	200	300	200
Cleveland	100	500	200
Nashville	100	400	600
Toronto	200		

MONDAY, JULY 22, 1929.			
	Cattle.	Hogs.	Sheep.
Chicago	19,000	44,000	18,000
Kansas City	18,000	11,000	10,000
Omaha	9,000	14,000	18,000
St. Louis	7,500	14,000	4,500
St. Joseph	3,800	7,000	4,000
St. Paul	7,000	9,500	4,000
St. Paul	9,700	11,500	3,500
Okla. City	1,800	1,400	200
Fort Worth	3,000	900	2,500
Milwaukee	400	1,500	100
Denver	1,400	1,300	3,000
Louisville	300	1,400	2,000
Wichita	1,900	2,600	300
Indianapolis	600	7,000	1,000
Pittsburgh	1,300	3,500	3,000
Cincinnati	1,900	3,600	400
Buffalo	1,400	7,200	2,400
Cleveland	1,900	3,300	1,900
Nashville	200	1,000	1,500
Toronto	3,800	300	1,700

TUESDAY, JULY 23, 1929.			
	Cattle.	Hogs.	Sheep.
Chicago	8,000	28,000	13,000
Kansas City	8,000	9,000	7,000
Omaha	6,000	11,000	12,000
St. Louis	7,300	15,000	5,500
St. Joseph	2,400	6,500	2,500
St. Paul	3,500	7,000	500
St. Paul	1,800	4,500	500
Okla. City	1,500	1,800	100
Fort Worth	3,500	800	700
Milwaukee	800	1,800	300
Denver	500	1,400	400
Louisville	500	1,200	1,100
Wichita	700	2,800	200
Indianapolis	1,000	7,000	1,200
Pittsburgh	100	600	200
Cincinnati	300	1,800	900
Buffalo	200	700	800
Cleveland	200	1,700	600
Nashville	300	800	900
Toronto	2,800	600	1,900

WEDNESDAY, JULY 24, 1929.			
	Cattle.	Hogs.	Sheep.
Chicago	9,000	17,000	10,000
Kansas City	4,500	8,000	6,000
Omaha	4,000	7,000	13,000
St. Louis	5,000	12,000	4,000
St. Joseph	2,500	6,500	2,000
St. Paul	2,500	6,000	2,500
St. Paul	2,500	6,500	500
Okla. City	1,600	1,100	200
Fort Worth	4,200	800	1,200
Milwaukee	1,000	300	300
Denver	300	600	900
Louisville	400	1,600	1,800
Wichita	300	2,700	100
Indianapolis	900	5,000	1,200
Pittsburgh	100	600	100
Cincinnati	300	1,000	400
Buffalo	300	1,400	500
Cleveland	300	1,000	2,200
Nashville	300	1,000	2,200
Toronto	2,700	600	1,300

THURSDAY, JULY 25, 1929.			
	Cattle.	Hogs.	Sheep.
Chicago	6,000	22,000	9,000
Kansas City	2,300	5,000	3,000
Omaha	2,000	12,000	8,000
St. Louis	2,000	10,000	2,000
St. Joseph	1,500	3,500	3,000
St. Paul	2,000	8,500	1,500
St. Paul	2,200	5,000	500
Okla. City	1,100	900	200
Fort Worth	3,000	600	2,700
Milwaukee	500	1,800	400
Denver	200	900	1,400
Louisville	200	1,800	1,200
Wichita	200	2,100	200
Indianapolis	500	5,000	1,000
Pittsburgh	1,000	600	600
Cincinnati	700	1,300	200
Buffalo	100	1,000	200
Cleveland	300	1,000	500
Nashville	200	1,000	1,400
Toronto	1,000	100	

FRIDAY, JULY 26, 1929.			
	Cattle.	Hogs.	Sheep.
Chicago	1,500	18,000	8,000
Kansas City	400	8,500	3,000
Omaha	600	11,000	10,000
St. Louis	800	11,000	1,500
St. Joseph	800	5,500	4,000
St. Paul	500	10,500	1,500
St. Paul	1,700	4,500	1,700
Okla. City	1,100	500	100
Fort Worth	1,700	600	300
Milwaukee	200	400	100
Denver	100	1,000	2,000
Louisville	100	1,600	200
Indianapolis	400	8,000	1,200
Pittsburgh	400	500	400
Cincinnati	300	3,000	1,800
Buffalo	300	1,300	600
Cleveland	300	1,500	400

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, July 25, 1929, as reported to THE NATIONAL PROVISIONER by direct wire of the U. S. Bureau of Agricultural Economics:

Hogs (soft or city hogs and roasting pigs excluded):					
	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hvy. wt. (250-350 lbs.) med-ch.	\$11.00@11.90	\$11.00@12.00	\$10.25@11.25	\$10.50@11.50	\$10.25@11.25
Med. wt. (200-250 lbs.) med-ch.	\$11.40@12.40	\$11.70@12.25	\$11.10@11.75	\$11.10@11.95	\$10.75@11.75
La. wt. (150-200 lbs.) com-ch.	\$11.75@12.40	\$12.05@12.40	\$10.75@11.75	\$11.25@11.95	\$11.50@11.75
La. lt. (120-150 lbs.) com-ch.	\$11.35@12.40	\$11.80@12.40	\$10.25@11.65	\$10.85@11.80	\$11.50@11.75
Packing sows, smooth and rough	\$9.75@10.25	\$9.75@10.25	\$9.25@10.15	\$9.00@10.25	\$9.50@10.10
Slt. pigs (180 lbs. down) med-ch	\$11.00@12.00	\$11.00@12.25		\$10.35@11.25	\$11.50@11.75
Ar. cost & wt. Wed. (pigs excl.)	\$11.24-268 lb.	\$11.81-219 lb.	\$10.78-258 lb.	\$11.53-224 lb.	\$10.29-285 lb.
Slaughter Cattle and Calves:					
STEERS (1,500 LBS. UP):					
Good-ch	14.50@16.75		14.25@16.35	13.75@16.00	
STEERS (1,300-1,500 LBS.):					
Choice	15.75@16.75	15.50@16.25	15.00@16.35	14.75@16.00	14.75@16.10
Good	14.25@16.00	14.00@15.50	14.25@15.00	13.50@14.75	13.50@14.75
STEERS (1,100-1,300 LBS.):					
Choice	15.75@16.75	15.50@16.25	15.00@16.35	14.75@16.00	14.75@16.10
Good	13.75@16.00	14.00@15.50	13.75@15.00	13.00@14.75	13.25@14.75
STEERS (950-1,100 LBS.):					
Choice	15.75@16.65	15.25@16.25	14.75@16.10	14.75@16.00	14.60@16.10
Good	13.50@16.00	13.75@15.25	13.50@14.75	13.00@14.75	12.85@14.50
STEERS (800 LBS. UP):					
Medium	11.75@13.50	10.75@13.75	11.75@13.50	10.75@13.00	11.25@12.25
Common	9.50@12.00	9.00@10.75	9.50@11.75	8.25@10.75	9.25@11.25
STEERS (FED CALVES AND YEARLINGS (750-850 LBS.):					
Choice	14.75@16.00	14.75@15.50	14.50@15.75	14.50@15.75	14.00@15.75
Good	13.50@14.75	13.50@14.75	13.25@14.75	13.00@14.50	12.50@14.75
HEIFERS (850 LBS. DOWN):					
Choice	14.75@15.50	14.00@14.75	13.50@14.75	13.75@15.00	13.35@14.50
Good	13.00@14.75	12.50@14.00	12.25@13.50	11.50@14.75	12.00@13.50
Common-med.	8.00@13.25	9.00@12.50	8.75@12.25	8.00@11.75	8.25@12.00
HEIFERS (850 LBS. UP):					
Choice	12.00@15.25	11.75@14.25	12.00@14.50	12.00@14.50	11.75@14.50
Good	11.00@14.50	10.75@13.50	10.50@13.50	10.25@13.75	10.50@13.00
Medium	9.00@13.00	9.00@12.25	9.00@12.25	8.50@11.50	9.50@11.25
COWS:					
Choice	10.75@12.00	10.50@11.75	10.25@11.75	10.00@11.50	10.00@12.00
Good	8.75@10.75	8.25@10.25	8.50@10.25	8.25@10.00	8.25@10.00
Common-med.	7.40@8.75	7.50@9.25	7.50@8.50	6.75@8.00	7.25@8.25
Low cutter and cutter	6.00@7.40	5.25@7.50	5.75@7.50	5.50@6.75	5.50@7.25
BULLS (YEARLINGS EXC.):					
Beef, good-ch.	10.00@12.00	9.25@10.50	9.50@10.75	9.25@10.25	9.50@10.25
Cutter-med.	8.00@10.00	7.25@9.25	7.25@9.50	7.00@9.25	7.25@9.50
CALVES (500 LBS. DOWN):					
Medium-ch.	10.50@13.00	9.50@13.00	9.75@13.00	8.50@12.00	9.00@12.00
Cull-common	6.50@10.50	6.50@9.50	6.50@9.75	6.00@8.50	7.50@9.00
VALERS (MILK-FED):					
Good-ch	14.00@16.50	14.75@16.25	12.50@15.50	11.00@14.50	12.50@16.50
Medium	13.00@14.00	12.25@14.75	10.00@12.50	9.00@11.00	10.00@12.50
Cull-common	8.00@13.00	6.00@12.25	6.50@10.00	6.00@9.00	7.50@10.00
SLAUGHTER SHEEP AND LAMBS:					
Lambs (84 lbs. down)	13.00@14.25	12.75@13.50	13.25@13.75	13.00@14.00	12.50@13.75
Lambs (62 lbs. down)	11.50@13.00	11.00@12.75	11.75@13.25	11.50@13.00	11.25@12.50
Lambs (all weights)	9.50@11.50	8.50@11.00	9.75@11.75	8.00@11.50	9.00@11.25
Yearling wethers (110 lbs. down) medium-choice	8.00@12.00	8.50@11.50	8.00@11.75	8.75@11.75	9.00@12.00
Wethers (120 lbs. down) med-ch.	5.25@6.75	5.00@6.00	5.50@6.75	5.00@6.50	
Wethers (120-150 lbs.) med-ch.	5.25@6.50	5.00@6.00	5.50@6.50	4.75@6.25	
Wethers (all weights) cull-com.	2.50@5.25	2.00@5.00	2.00@5.50	2.00@6.75	

SLAUGHTER REPORTS

Special reports to The National Provisioner showing the number of livestock slaughtered at 15 centers for the week ended July 20, 1929, with comparisons:

CATTLE.			
	Week ended, July 20,	Prev. week.	Cor. week, 1928.
Chicago	20,221	23,115	21,948
Kansas City	19,413	17,735	18,156
Omaha	20,391	19,711	19,700
St. Louis	15,680	9,951	11,160
St. Joseph	7,968	7,453	8,958
Sioux City	8,764	8,147	7,104
Wichita	1,925	1,386	2,098
Fort Worth	6,673	6,844	9,574
Philadelphia	1,328	1,610	1,078
Indianapolis	1,328	1,342	1,411
Boston	1,326	1,250	1,069
New York & Jersey City	8,534	8,444	8,312
Oklahoma City	5,585	4,038	5,876
Cincinnati	2,705	3,301	2,778
Denver	2,374	3,260	.....
Total	125,214	118,096	115,820
HOGS.			
Chicago	139,785	139,255	103,948
Kansas City	21,913	30,333	17,333
Omaha	46,286	60,414	35,608
St. Louis	27,987	27,543	20,954
St. Joseph	19,943	23,975	14,790
Sioux City	29,718	29,532	24,872
Wichita	4,885	4,895	4,071
Fort Worth	5,006	5,418	4,974
Philadelphia	13,293	14,171	14,767
Indianapolis	15,278	17,175	14,750
Boston	13,800	14,941	10,772
New York & Jersey City	33,893	37,179	39,853
Oklahoma City	4,714	5,067	4,133
Cincinnati	16,582	18,708	15,008
Denver	4,801	6,609	.....
Total	397,024	432,245	325,883
SHEEP.			
Chicago	55,837	60,357	53,301
Kansas City	28,840	29,957	29,784
Omaha	29,890	34,023	36,204
St. Louis	13,602	22,633	15,245
St. Joseph	20,331	22,938	.....
Sioux City	5,983	6,926	2,759
Wichita	771	696	790
Fort Worth	7,474	9,890	6,636
Philadelphia	6,485	6,505	6,281
Indianapolis	1,385	1,385	1,385
Boston	8,789	5,170	5,500
New York & Jersey City	60,354	65,890	50,191
Oklahoma City	398	496	203
Cincinnati	3,430	2,294	1,883
Denver	3,703	3,476	.....
Total	250,748	268,924	222,537

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, July 20, 1929, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	4,241	7,002	22,044
Swift & Co.	5,275	5,139	20,404
Morris & Co.	2,465	3,549	3,689
Wilson & Co.	4,515	4,134	9,100
Anglo-Amer. Prov. Co.	1,124	1,314	.....
G. H. Hammond Co.	1,950	2,803	.....
Libby, McNeill & Libby.	642	.....	.....
Brennan Packing Co., 7,389 hogs; Independent Packing Co., 2,088 hogs; Boyd, Latham & Co., 205 hogs; Western Packing & Provision Co., 5,827 hogs; Agar Packing Co., 6,282 hogs; others, 23,631 hogs.	.....	.....	.....
Totals:	20,221	45,178	119,943
sheep, 55,837.	.....	.....	.....

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,634	798	3,824	5,820
Cudahy Pkg. Co.	2,487	832	2,653	7,138
Fowler Straub Co.	658	.....	.....	.....
Morris & Co.	1,835	818	2,420	2,694
Swift & Co.	3,266	806	8,743	7,886
Wilson & Co.	3,387	815	3,407	5,222
Others	942	7	860	60
Total	15,200	4,204	21,480	28,849

OMAHA.

	Cattle and calves.	Hogs.	Sheep.
Armour and Co.	6,171	10,635	7,631
Cudahy Pkg. Co.	3,429	9,985	7,915
Dold Pkg. Co.	865	6,720	.....
Morris & Co.	3,008	4,084	3,257
Swift & Co.	6,198	8,442	11,021
Eagle Pkg. Co.	27	.....	.....
M. Glassburg	2	.....	.....
Hoffman Bros.	2	.....	.....
Mayerowich & Vail.	13	.....	.....
Omaha Pkg. Co.	45	.....	.....
J. Hite Pkg. Co.	18	.....	.....
J. Roth & Sons.	55	.....	.....
So. Omaha Pkg. Co.	32	.....	.....
Lincoln Pkg. Co.	433	.....	.....
Morrell Pkg. Co.	100	.....	.....
Nagle Pkg. Co.	149	.....	.....
Sinclair Pkg. Co.	369	.....	.....
Wilson & Co.	1,004	.....	.....
Others	.....	28,789	.....
Total	21,926	68,065	29,824

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,547	1,381	3,084	6,872
Swift & Co.	2,983	1,082	5,507	7,980
Morris & Co.	1,508	305	809	2,350
East Side Pkg. Co.	1,123	.....	1,899	.....
Amer. Pkg. Co.	271	119	1,571	490
Others	4,072	1,278	15,117	1,745
Total	11,504	4,165	27,987	19,362

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,047	679	9,453	13,724
Armour and Co.	1,709	378	5,063	4,454
Morris & Co.	1,867	172	5,188	2,153
Others	2,692	6	9,828	299
Total	9,315	1,235	29,562	20,630

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,797	160	10,134	2,253
Armour and Co.	3,254	132	9,611	1,832
Swift & Co.	2,135	148	5,724	1,515
Smith Bros.	.....	.....	66	.....
Others	1,987	63	15,568	.....
Total	10,173	518	41,103	5,620

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,679	852	1,258	243
Wilson & Co.	1,460	1,023	1,354	155
Others	120	.....	516	.....
Total	3,260	1,875	3,128	398
Not including 451 cattle and 1,586 hogs bought direct.	.....	.....	.....	.....

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	860	372	2,497	742
Jacob Dold Co.	513	35	1,753	29
Fred W. Dold.	43	.....	235	.....
Wichita D. B. Co.	22	.....	.....	.....
Dunn-Ostertag	78	.....	.....	.....
Keefe-LeSturgeon	7	.....	.....	.....
Total	1,518	407	4,485	771
Not including 138 cattle and 5,156 hogs bought direct.	.....	.....	.....	.....

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	682	52	324	4,957
Armour and Co.	685	84	2,764	5,899
Bligny-Murphy Co.	210	138	1,403	.....
Others	474	130	1,354	685
Total	2,051	404	5,845	11,541

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,963	3,369	13,188	1,878
Cudahy Pkg. Co.	479	1,183	.....	.....
Hertz Bros.	147	35	.....	.....
Swift & Co.	3,613	5,196	17,040	2,756
United Pkg. Co.	1,879	220	.....	.....
Others	1,089	42	9,861	.....
Total	10,070	10,045	40,068	4,634

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Piankinton Pkg. Co.	1,621	2,965	9,270	1,062
Armour and Co.	567	1,501	87	82
Others	406	497	76	234
Total	2,740	5,011	9,403	1,358

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Foreign	912	1,945	22,298	3,521
Kingan & Co.	1,297	807	8,981	1,420
Armour and Co.	484	30	1,932	108
Indianapolis Abt. Co.	1,135	123	315	1,632
Hilgenmeier Bros.	1	.....	50	.....
Brown Bros.	102	23	60	11
Schusler Pkg. Co.	17	.....	273	.....
Riverview Pkg. Co.	12	.....	181	.....
Meier Pkg. Co.	90	8	293	4
Ind. Prov. Co.	35	.....	321	10
Mann Hartman Co.	390	7	.....	.....
Art Wabnitz	9	28	.....	71
Hoosier Abt. Co.	16	.....	.....	.....
Others	498	55	191	698
Total	4,047	3,026	34,915	7,541

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
Idell Pkg. Co.	.....	.....	588	.....
C. A. Freund.	67	31	78	.....
S. W. Gall Sons.	.....	6	.....	352
J. H. Hertz & Son.	.....	.....	.....	62
Gun Juengling	194	139	.....	66
E. Kahn's Sons Co.	680	342	957	720
Kroger G. & B. Co.	215	78	894	.....
Lohrey Pkg. Co.	4	.....	312	.....
H. H. Meyer Co.	.....	.....	1,546	.....
W. G. Rehn's Sons.	122	61	.....	.....
A. Sander Pkg. Co.	8	.....	1,160	.....
J. Schlachter's Sons.	175	94	.....	170
J. F. Schroth Co.	11	.....	1,612	.....
J. Vogel & Son.	9	.....	369	.....
John F. Stegner.	390	114	.....	.....
J. B. Ireton	131	43	.....	.....
Foreign	573	894	3,788	5,181
Total	2,518	1,808	11,304	6,004
Not including 610 cattle, 69 calves and 7,413 hogs bought direct.	.....	.....	.....	.....

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended July 20, 1929, with comparisons:

CATTLE.

	Week ended July 20.	Prev. week.	Cor. week.
Chicago	20,221	23,115	21,848
Kansas City	15,200	13,824	14,385
Omaha (incl. calves)	21,926	22,831	20,420
St. Louis	11,504	9,851	11,160
St. Joseph	9,315	8,677	7,391
Sioux City	10,173	8,794	.....
Oklahoma City	3,260	2,741	3,744
Wichita	1,518	1,009	1,640
Denver	2,051	2,659	.....
St. Paul	10,070	9,285	8,565
Milwaukee	2,740	2,163	2,207
Indianapolis	4,047	5,372	4,924
Cincinnati	2,518	1,992	1,952
Total	115,101	114,096	107,090

HOGS.

	Week ended July 20.	Prev. week.	Cor. week.
Chicago	71,943	69,080	68,900
Kansas City	21,480	30,833	17,833
Omaha	68,065	79,306	65,144
St. Louis	27,987	27,543	20,954
St. Joseph	29,562	33,056	23,442
Sioux City	41,103	46,946	46,069
Oklahoma City	3,128	4,066	4,133
Wichita	4,485	4,815	8,216
Denver	5,845	5,508	.....
St. Paul	40,068	39,617	29,022
Milwaukee	9,403	8,213	4,850
Indianapolis	34,915	42,639	38,340
Cincinnati	11,304	14,067	15,629
Total	369,918	404,908	372,682

SHEEP.

	Week ended July 20.	Prev. week.	Cor. week.
Chicago	55,837	66,357	53,801
Kansas City	28,849	20,837	20,784
Omaha	29,824	33,833	35,105
St. Louis	19,362	22,333	15,245
St. Joseph	20,630	22,953	24,832
Sioux City	5,620	6,649	2,021
Oklahoma City	398	466	206
Wichita	771	696	790
Denver	11,341	7,110	.....
St. Paul	4,634	3,347	2,788
Milwaukee	1,358	1,465	980
Indianapolis	7,541	8,940	5,085
Cincinnati	6,004	10,067	1,334
Total	192,709	206,193	161,186

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., July 15	16,048	2,844	54,574	16,775
Tues., July 16	5,366	2,418	26,372	9,060
Wed., July 17	8,906	2,902	22,445	13,588
Thurs., July 18	5,253	2,027	22,010	10,106
Fri., July 19	1,372	907	14,060	11,056
Sat., July 20	1,000	100	4,900	5,600
This week	35,584	10,483	143,061	63,615
Previous week	47,084	10,460	150,974	75,581
Year ago	42,115	11,048	132,829	60,574
Two years ago	56,187	12,470	135,225	62,820
Total receipts for month and year to July 20, with comparisons:	.....	.....	.....	.....

	1929.	1928.	1929.	1928.
Cattle	116,944	123,042	1,214,126	1,306,505
Calves	29,616	37,785	426,772	474,768
Hogs	428,843	391,719	4,596,548	5,290,020
Sheep	185,450	176,238	1,891,240	1,865,444

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., July 15	3,914	30	8,611	310
Tues., July 16	1,671	98	3,506	1,278
Wed., July 17	2,418	16	4,470	1,112
Thurs., July 18	1,819	167	3,542	1,066
Fri., July 19	713	24	4,222	1,814
Sat., July 20	100	.....	200	1,000
This week	10,635	311	24,550	5,580
Previous week	10,945	241	25,224	5,966
Year ago	10,101	19	32,471	7,146
Two years ago	15,526	508	31,044	12,010

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended July 20	\$14.85	\$11.50	\$6.00	\$14.55
Previous week	14.85	11.45	6.00	14.55
1928	15.15	10.80	5.75	15.50
1927	11.00	9.30	6.00	13.80
1926	9.35	12.85	5.75	13.80
1925	12.00	13.95	9.00	15.00
1924	9.00	7.50	5.65	14.15
AV., 1924-1928	\$11.40	\$10.80	\$6.45	\$13.45

SUPPLIES FOR CHICAGO PACKERS.

Net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ended July 20	27,949	118,311	58,085
Previous week	36,139	125,750	69,615
1928	32,014	100,358	7,425
1927	40,512	104,181	59,810
1926	46,191	89,594	47,283
1925	40,681	95,441	58,869
1924	50,754	161,625	50,067



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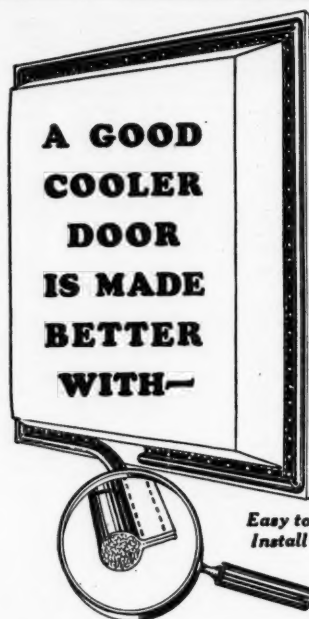
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REFRIGERATION NOTES.

The Callaway-Martin-Dillard Produce Co., Little Rock, Ark., has let the contract for a new building to cost \$56,000. It will contain 30,000 square feet of refrigerated space.

The Union Ice Co., Gilroy, Calif., is contemplating the erection of a cold storage plant.

The Boothbay Harbor Cold Storage Co., Augusta, Me., has been incorporated with a capital stock of \$10,000. M. A. Perkins, Boothbay Harbor, is the president of the company.

The United States Cold Storage Co., 500 East Third st., Kansas City, Mo., has let the contract for a two-story building to cost about \$75,000.

Plans are being prepared by the New Orleans Fruit Co., for a cold storage plant in Flint, Mich. The building will be four stories high and will be located at Water and Harrison sts.

E. J. Lazarus will erect an ice and cold storage plant on East Water st., Elmira, N. Y. It will cost \$200,000.

Work on the cold storage plant to be erected in Harlingen, Tex., by the Central Power & Light Co. is expected to be started soon.

A contract has been let by the Mutual Cold Storage Co., Broadway, Va., for the construction of a cold storage plant to cost about \$100,000.

The Oakland City Ice & Cold Storage Co., Oakland City, Ind., has filed papers for final dissolution.

The Bergman Produce Co., Quanah, Tex., is planning to build a cold storage plant.

A contract has been awarded by the Mutual Ice & Cold Storage Co., Topeka, Kan., for the construction of a cold storage and refrigeration plant to cost \$50,000.

The Shreveport Ice & Cold Storage Co., Shreveport, La., has been incorporated with a capital stock of \$1,000.

The Vitalized Ice & Cold Storage Co., Wilmington, Del., has been incorporated with 600,000 shares of common stock of no par value.

A contract has been awarded by Winn-Lovett for the construction of a cold storage warehouse in Jacksonville, Fla.

Plans to erect a cold storage plant and warehouse in Atlanta, Ga., are being made by the United Cold Storage Co., Inc., Chicago, Ill. The structure will be located on the site of the Union Station, will be 17 stories high and will cost \$3,000,000.

The Southeastern Ice & Cold Storage Co., Lake Worth, Fla., will spend about \$60,000 remodeling its plant.

INSULATING VALUES.

For many years it has been common practice to classify insulating materials almost entirely on the basis of heat flow. This practice has in some cases worked to the disadvantage of superior insulating materials since a laboratory test might show a low thermal conductivity for a material absolutely unsuited for use under low temperature conditions. The refrigerating engineer has been aware of this fact, but has had no

common laboratory method which would furnish a measurement for an insulation efficiency including behavior of a material under service conditions.

It is with the idea of supplying information supplementary to the test for thermal conductivity that the infiltration test has been developed. Moisture is deposited on a low temperature insulating material by air which reaches the dew point within the insulation. A measurement of air flow through the insulating material or a construction furnishes a yardstick for measurement of the amount of air which would pass under service conditions.

Generally speaking, the amount of moisture which would be deposited in a wall in service is proportional to the amount of air which will pass through it. Therefore, a consideration of a material or a construction on the basis of heat flow and infiltration as well gives the engineer and the layman a positive means of determining insulating value.—Refrigerating Engineering.

TEACH FOOD REFRIGERATION.

A campaign by the National Food Preservation Council to increase the use of refrigeration in the American home, which will be conducted during the month of September, has been brought to the attention of the members of the Institute of American Meat Packers in a recent Institute bulletin. As summarized by the Institute's Department of Public Relations and Trade, states the bulletin, the specific aims of the movement are to "sell these four thoughts" to the public:

1. The relationship of health and food spoilage.
2. The advisability of keeping perishable foods below 50 degrees.
3. The causes of food decay and bacteria growth.
4. The vital need for proper all-year refrigeration.

The campaign will be conducted during September, although some advertising will appear during August in some of the magazines of national circulation.

ONE-MAN MEAT CHAIN STORES.

(Continued from page 30.)

General Facts on Upton Chain.

Following are additional facts of interest about this particular chain as a whole:

Total weekly sales.....	\$6,417.24
Total weekly purchases.....	\$5,615.24
Attempted gross profit, per cent	25
Realized gross profit (avge.), per cent	20
Inventory for all markets.....	\$4,371.38
Average inventory per store..	\$ 336.26
Average number of customers per store	1,066.00
Market managers are paid from \$30 to \$40 per week, depending on the length of service with the company. The average paid is \$35.	

In addition to this an added incentive to hard work and careful management is given by providing a commission of ten per cent of the net profit of the market. This the company believes

tends to offset the lack of a proprietor's interest in the business, and incites the manager to do his best.

Contests are sometimes run for managers, at which time he has a chance at extra earnings. Wages are paid weekly, the manager paying himself out of cash and reporting his salary payments weekly in his report to the office.

House Organ Is Maintained.

A bulletin called the "Upton Bulletin" is published by the company for both the meat and grocery departments. The bulletin contains reprints of short articles on current chain store problems, items of personal interest to employees, contest announcements, contest results and such other general information as is believed to be of interest.

A house organ properly edited can be of great value in building up the morale of employees and is a good way for the management to get ideas across to the sales force. This particular house organ is not as well edited as it might be, and hence the company is not getting the full value it should.

On the whole, this company appears to be very well managed. There are several points where even superficial observation will detect the need of improvements, but these will probably be corrected as the company grows older.

Just to mention a few cases to illustrate this point, the cash system in the stores is lax, the system of cash deposits is lax and supervision of the stores could be improved in several ways. Window displays are sadly lacking.

Problems Still to Be Solved.

Executives of this company appear to be well aware that there are many difficult problems still to be solved. One official of the company said in reply to a question concerning the chief problem in meat retailing:

"Our experience in the meat department has not been long enough to give a very accurate report on this question. However, some of our problems in control have been the personnel problem, as the human element is much more noticeable in this (meat) department.

"By this I mean that one meat manager will be able to cut his meat at a larger profit than another manager. During our experience we have charged all meat to the meat market at retail—the same as we have our grocery department—getting our gross profit per centum weekly and requiring the market to check out at retail price.

"This you can see is very hard, due to the fact that the entire carcass of beef must be charged in at one price and the meat manager given a retail price on the different cuts. It is then necessary that the butcher break up this beef so as to get the required number of pounds out of different parts from the carcass."

This has been the chief difficulty of all chain markets, and the company or individual who discovers some way of standardizing cuts or methods of cutting so that these great variations will not occur, due to the personal ability of the market manager, stands to reap a real profit in the retail meat business.

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We specialize in taking care of the requirements of buyers located all over the United States and Canada. Offerings telegraphed promptly on receipt of inquiries.

Chicago Section

H. P. Henschien, packinghouse architect, Chicago, is out of the city this week on business.

"Con" Yeager of Pittsburgh is back from a European trip, and glad to get home, he reports.

W. C. Pierce, provision broker, Norfolk, Va., was a business visitor in the city for a few days this week.

Jim Doherty of the Baltimore, Md., office of E. G. James Co., provision brokers, Chicago, is spending a week in Chicago.

Jay C. Hormel, vice president and general manager, Geo. A. Hormel & Co., Austin, Minn., was a business visitor in the city this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 24,299 cattle, 4,925 calves, 52,632 hogs and 45,033 sheep.

R. D. MacManus, head of the public relations department of Armour and Company, returned this week from a fortnight spent in the Canadian woods.

Frank A. Hunter, president of the East Side Packing Co., St. Louis, Mo., stopped off in the city for a day this week on his way home from a vacation trip in Wisconsin.

Reports received from M. J. Mackin of the E. G. James Co., provision brokers, Chicago, who is spending his vacation motoring in Canada, are that he is enjoying himself.

Charles Cramer, who is with Dan J. Gallagher, provision broker, Chicago, started this week on a vacation automobile tour in his new car. While away he hopes to find a golf course that can be played under 125.

Provision shipments from Chicago for the week ended July 20, 1929, with comparisons, were as follows:

	Last wk.	Prev. wk.	1928.
Cured meats, lbs.	23,565,000	26,480,000	21,763,000
Fresh meats, lbs.	33,002,000	36,973,000	36,577,000
Lard, lbs.	5,175,000	6,497,000	5,498,000

Armour and Company are going on the air with an elaborate radio program including orchestra, chorus, and other attractive features. This will be broadcast over the National Broadcasting System, beginning August 2, from 9:30 to 10:00 Central Daylight Saving Time and 10:30 to 11:00 Eastern Daylight Saving Time.

PITTSBURGH PACKER PASSES.

The death of John Anderson, well known as the general manager of the Pittsburgh Provision & Packing Co., on Thursday evening, July 18, occurred under conditions which were a shock to all in the industry who knew and respected him personally and for his business ability.

Mr. Anderson was found dead at his office on the evening of that day, having shot himself through the heart. He

left notes for his business associates and his wife, which did not fully explain the reasons for his act. He had been under severe nervous strain for some time, chiefly on account of his health, and it is believed that this was the cause of his act.

John Anderson began work with the company as a boy 35 years ago. He worked up from the position of messenger, and upon the retirement of Charles H. Ogden several years ago he had risen to a point where he became the operating head of the concern. With Vice-President J. L. McFayden and General Sales Manager J. J. McAleese he was responsible for the advance of the company's business in recent years, and its successful merchandising activities. He was an interested association member and worker and he will be missed in the industry. He leaves a widow and two daughters.

JOINS GRIFFITH STAFF.

W. B. McCreery, well-known in the packinghouse and banking field, has joined the staff of Griffith Laboratories, and will have charge of the Eastern division of this company's business, which is increasing at a rapid rate in the meat and allied fields. His many friends in the industry will be glad to have him back among them again. Mr. McCreery was connected with Armour and Company for several years as branch house cashier, office manager and auditor. Transferring to the plant division he became office manager at Denver and later packinghouse auditor, supervising audits of all Armour plants. Four years ago he was induced to leave the packing field to become credit manager of the National City Bank of Cleveland, O. He now re-enters the industrial field in a sales capacity.



W. B. McCREERY.
In charge of Eastern division of The Griffith Laboratories.

TRADE GLEANINGS

The Seymour Cotton Oil Co., Seymour, Tex., has been incorporated with a capital stock of \$150,000 by Lamar Fleming, Jr., and W. D. Anderson, Houston, Tex.

The Tip-Top Provision Co., New York City, wholesale dealers in meats, has been incorporated with a capital stock of 20,000 shares of common stock of no par value.

The Hurley Wholesale Meat Co., Phoenix, Ariz., has let a contract for the construction of an addition to its plant that will double the capacity. Refrigeration will be installed.

The new plant of the Dixie Packing Co., Waycross, Ga., has commenced operations. The company is composed of S. P. Durrance, M. Steinberg, F. M. Oliver and C. L. Brooks. The active management will be in charge of S. P. Durrance and M. Steinberg.

Wilson & Co., have opened a branch in Bakersfield, Calif., from which the South San Joaquin Valley will be served. The company will occupy space in the building of the Bakersfield Cold Storage Co. E. A. Stevenson will manage the branch.

The Western Meat & Sausage Co., 2122-24 N. W. Seventh Ave., Miami, Fla., has been incorporated by H. E. Wiseheart, who is the owner of the company. This change was made necessary by the rapid growth of the business, especially in the sausage department. What was formerly the Western Meat Co., Miami, is now the Western Meat and Sausage Co.

The Rath Packing Co., Waterloo, Ia., has let the contract for an addition to its plant to cost in excess of \$348,000. The structure will be at the intersection of Sycamore and Division sts., directly across from the administration building. It will be of brick construction 140 by 160 ft. and will house the smoked meats and sausage departments.

HERRICK FOREIGN TRADE HEAD.

Charles E. Herrick, vice-president of the Brennan Packing Co., has been made chairman of a new committee appointed by the Chicago Association of Commerce to promote the city's foreign trade relations.

It is estimated that Chicago's combined export and import business totals \$1,600,000,000 annually, and the sole effort of Mr. Herrick and his committee will be to increase this. For several years he has been head of a committee dealing with the so-called Hague rules governing uniform shipping regulations for all forms of ocean carriage which, with his supervision of the foreign business of his own company, has given him unusual qualifications to head the new effort of the Chicago commerce body.

Will C. Davis of Swift & Company is a member of the committee, together with representatives of the principal business and financial houses of the city, and F. L. Roberts, local representative of the U. S. Bureau of Foreign and Domestic Commerce.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual carlot trading, Thursday,
July 25, 1929.

Regular Hams.	
Green.	
8-10	23 1/4
10-12	23
12-14	22 1/4
14-16	22 1/4
16-18	22
18-20	21 1/4
20-22 range.....	21 1/4

S. P. Boiling Hams.

H. Run.	
16-18	22
18-20	22
20-22	22

Skinned Hams.

Green.	
10-14	24
14-16	24
16-18	24 1/4
18-20	24 1/4
20-22	24 1/4
22-24	24 1/4
24-26	24 1/4
26-30	24 1/4
30-35	24 1/4

Picnics.

Green.	
4-6	15
6-8	14
8-10	13 1/4
10-12	13 1/4
12-14	13 1/4

Bellies.*

Green.	
6-8	21 1/4
8-10	20 1/4
10-12	18 1/4
12-14	17 1/4
14-16	17
16-18	16 1/4

*Square Cut and Seedless.

D. S. Bellies.

Clear.	
14-16	15 1/4
16-18	15 1/4
18-20	15
20-25	14 1/4
25-30	14 1/4
30-35	14 1/4
35-40	14 1/4
40-50	14 1/4

D. S. Fat Backs.

8-10	10 1/4
10-12	11
12-14	11 1/4
14-16	11 1/4
16-18	12
18-20	12 1/4
20-25	13 1/4

D. S. Rough Ribs.

45-50	13 1/4
55-60	13 1/4
65-70	13
75-80	12 1/4

Other D. S. Meats.

Extra short cleans.....	35-45
Extra short ribs.....	35-45
Regular plates	6-8
Clear plates	4-6
Jowl butts	9

FUTURE PRICES.

SATURDAY, JULY 20, 1929.

Open.	High.	Low.	Close.
LARD—			
July .....	.....	.....	12.50ax
Sept.	12.70	12.70	12.65=
Oct.	12.85	12.85	12.80
Dec.	12.90-92 1/2	12.92 1/2	12.92 1/2ax
CLEAR BELLIES—			
July .....	.....	.....	14.92 1/2n
Sept.	15.05	15.05	15.05ax
Oct. ....	.....	.....	15.15b
SHORT RIBS—			
Sept. ....	.....	.....	13.25n
Sept. ....	.....	.....	13.65n

MONDAY, JULY 22, 1929.

Open.	High.	Low.	Close.
LARD—			
July .....	.....	.....	12.50ax
Sept.	12.67 1/2	12.67 1/2	12.65-62 1/2=
Oct.	12.82 1/2	12.82 1/2	12.75
Dec.	12.92 1/2	12.92 1/2	12.85ax
CLEAR BELLIES—			
July	14.75	14.87 1/2	14.75
Sept.	15.05	15.05	15.02 1/2
Oct.	15.15	15.15	15.15
SHORT RIBS—			
July .....	.....	.....	13.25n
Sept. ....	.....	.....	13.65n

TUESDAY, JULY 23, 1929.

Open.	High.	Low.	Close.
LARD—			
July .....	.....	.....	12.05ax
Sept.	12.57 1/2	12.57 1/2	12.20
Oct.	12.70	12.70	12.40
Dec.	12.77 1/2	12.77 1/2	12.45
CLEAR BELLIES—			
July	14.80	14.87 1/2	14.80
Sept.	14.92 1/2	14.95	14.87 1/2ax
Oct.	15.05	15.05	14.95
SHORT RIBS—			
July .....	.....	.....	13.25n
Sept. ....	.....	.....	13.62 1/2ax

WEDNESDAY, JULY 24, 1929.

Open.	High.	Low.	Close.
LARD—			
July .....	.....	.....	12.12 1/2=
Sept.	12.35-45	12.45	12.25
Oct.	12.50-60	12.60	12.40
Dec.	12.65	12.65	12.47 1/2ax
CLEAR BELLIES—			
July .....	.....	.....	14.87 1/2n
Sept.	14.85	14.92 1/2	14.85
Oct.	15.02 1/2	15.02 1/2	15.00
SHORT RIBS—			
July .....	.....	.....	13.25n
Sept. ....	.....	.....	13.62 1/2n

THURSDAY, JULY 25, 1929.

Open.	High.	Low.	Close.
LARD—			
July .....	.....	.....	12.20b
Sept.	12.32 1/2	12.35	12.27 1/2=
Oct.	12.47 1/2	12.50	12.45
Dec.	12.55	12.57 1/2	12.52 1/2
CLEAR BELLIES—			
July .....	.....	.....	14.75ax
Sept.	14.80	14.87 1/2	14.80
Oct.	14.95	14.87 1/2	14.85
SHORT RIBS—			
July .....	.....	.....	13.25n
Sept. ....	.....	.....	13.62 1/2n

FRIDAY, JULY 26, 1929.

Open.	High.	Low.	Close.
LARD—			
July .....	.....	.....	12.20n
Sept.	12.37 1/2	12.45	12.35
Oct.	12.52 1/2-55	12.60	12.50=
Dec.	12.62 1/2	12.67 1/2	12.57 1/2=
CLEAR BELLIES—			
July .....	.....	.....	14.75n
Sept.	14.85	14.85	14.85
Oct. ....	.....	.....	14.85ax
SHORT RIBS—			
July .....	.....	.....	13.25n
Sept. ....	.....	.....	13.62 1/2n

Key: ax, asked; b, bid; n, nominal; = split.

AUSTRALIAN MEAT PRODUCTION.

Livestock submitted in Australia for slaughter and inspection and for export during May, 1929, totaled 81,037 cattle, 11,600 calves, 2,058 hogs and 28,083 sheep.

CHICAGO RETAIL MEATS

Beef.

Week ended, July 24, 1929.		Cor. wk. 1928.	
No. 1.	No. 2.	No. 1.	No. 2.
Rib roast, hvy. end...35	30	16	30
Rib roast, lt. end...45	35	20	35
Chuck roast...32	27	21	30
Steaks, round...60	50	40	50
Steaks, sirloin...59	40	28	45
Steaks, porterhouse...60	45	29	75
Steaks, flank...28	25	18	25
Beef stew, chuck...27	22	17	25
Corned briskets, boned...28	24	18	24
Corned plates...20	18	10	20
Corned rumps, boned...25	22	18	25

Lamb.

Good.		Com.	
Hindquarters...35	33	40	30
Stews...22	15	25	15
Chops, shoulder...25	20	25	20
Chops, rib and loin...50	25	60	25

Mutton.

Legs...26	..	26	..
Stew...14	..	10	..
Shoulders...16	..	16	..
Chops, rib and loin...35	..	35	..

Pork.

Loins, 8@10 av...30	@32	31	@34
Loins, 10@12 av...28	@30	28	@30
Loins, 12@14 av...24	@26	26	@29
Loins, 14 and over...22	@22	20	@22
Chops...20	@22	20	@22
Shoulders...24	@22	24	@22
Butts...16	@17	16	@15
Spareribs...16	@17	16	@15
Hocks...12	@12	12	@14
Leaf lard, raw...14	@14	14	@12 1/2

Veal.

Hindquarters...35	@40	32	@36
Forequarters...24	@26	18	@24
Legs...35	@38	32	@36
Breasts...16	@22	14	@18
Shoulders...20	@22	12	@24
Cutlets...60	@40	45	@45
Rib and loin chops...40	@40	40	@40

Butchers' Offal.

Suet...4	@ 5 1/4
Shop fat...2 1/2	@ 3
Bone, per 100 lbs...80	@50
Calf skins...18	@22
Klips...16	@21
Deacons...12	@12

CURING MATERIALS.

Bbls.		Sacks.	
Nitrite of soda, 1 c. l. Chicago...9%			
Salt, 25 bbl. lots, f.o.b. New York:			
Dbl. refd. gran.....	5%	5%	
Small crystals.....	7%		
Medium crystals.....	7%		
Large crystals.....	8%		
Dbl. refd. gran. nitrate of soda...3%	3%	3%	
Salt, 25 bbl. lots, f.o.b. N. Y.:			
Dbl. refd. gran.....	5%	5%	
Small crystals.....	7%		
Medium crystals.....	7%		
Large crystals.....	8%		
Dbl. refd. gran. nitrate of soda...3%	3%	3%	
Boric acid, carloads, p.w.d., bbls., in			
Crystals to powdered, in bbls., in			
5-ton lots or more.....	9%	9%	
In bbls. in less than 5-ton lots...8 1/2%	8 1/2%	9	
Borax, carloads, powdered, in bbls...5	5	4%	
In ton lots, gran. or pow., bbls...5	5	4%	
Salt—			
Granulated, car lots, per ton, f.o.b. Chi-			
ago, bulk.....	\$8.00		
Medium, carlots, per ton, f.o.b. Chicago,			
bulk.....	\$10		
Rock, carlots, per ton, f.o.b. Chicago.....	\$8.00		
Sugar—			
Raw sugar, 96 basis, f.o.b. New Or-			
leans.....	@4.05		
Second sugar, 90 basis.....	None		
Syrup testing 63 and 65 combined su-			
crose and invert, New York.....	@.38		
Standard gran. f.o.b. refiners (2%).....	@5.50		
Packers curing sugar, 100 lb. bags,			
f.o.b. Reserve, La., less 2%.....	@5.00		
Packers curing sugar, 250 lb. bags,			
f.o.b. Reserve, La., less 2%.....	@4.90		

GERMAN LIVESTOCK SLAUGHTER.

The livestock slaughter at the principal German markets during May, 1929, with comparisons for the same month last year, according to the U. S. Department of Commerce, was as follows:

	Cattle.	Calves.	Hogs.	Sheep.
May, 1929...77,594	131,272	394,017	59,408	
May, 1928...72,298	123,987	467,098	55,012	

PURE VINEGARS

A. P. CALLAHAN & COMPANY

207 SOUTH LA SALLE STREET

CHICAGO, ILL.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ended July 24, 1929.	Cor. week, 1929.
Prime native steers	24 @ 25 1/2	25 @ 26
Good native steers	23 1/2 @ 24	23 @ 24
Medium steers	23 @ 23 1/2	22 @ 23
Heifers, good	23 @ 23	20 @ 23
Cows	17 @ 19	15 1/2 @ 18
Hind quarters, choice	27 @ 31	28 1/2 @ 30 1/2
Fore quarters, choice	20 @ 21	20 @ 21

Beef Cuts.

Steer loins, No. 1	@ 42	@ 41
Steer loins, No. 2	@ 41	@ 40
Steer short loins, No. 1	@ 32	@ 31
Steer short loins, No. 2	@ 49	@ 48
Steer loin ends (hops)	@ 32	@ 30
Cow loins	@ 30	@ 30
Cow short loins	@ 37	@ 36
Cow loin ends (hops)	@ 23	@ 24
Steer ribs, No. 1	@ 31	@ 32
Steer ribs, No. 2	@ 30	@ 31
Cow ribs, No. 2	@ 24	@ 22
Cow ribs, No. 3	@ 16	@ 15
Steer rounds, No. 1	@ 25 1/2	@ 25
Steer rounds, No. 2	@ 26	@ 25
Steer chuck, No. 1	@ 19 1/2	@ 19
Steer chuck, No. 2	@ 19	@ 18 1/2
Cow rounds	@ 22	@ 20
Cow chuck	@ 16 1/2	@ 15
Steer plates	@ 14 1/2	@ 14
Medium plates	@ 13	@ 12
Briskets, No. 1	@ 20	@ 19
Steer navel ends	@ 11	@ 11 1/2
Cow navel ends	@ 11	@ 11
Fore shanks	@ 11 1/2	@ 11 1/2
Hind shanks	@ 9	@ 9
Strip loins, No. 1, boneless	@ 60	@ 60
Strip loins, No. 2	@ 55	@ 55
Sirloin butts, No. 1	@ 40	@ 40
Sirloin butts, No. 2	@ 33	@ 32
Beef tenderloins, No. 1	@ 75	@ 75
Beef tenderloins, No. 2	@ 75	@ 75
Rump butts	@ 25	@ 20
Flank steaks	@ 27	@ 25
Shoulder clods	@ 21	@ 22
Hanging tenderloins	@ 20	@ 18

Beef Products.

Brains (per lb.)	@ 10	9 @ 10
Hearts	@ 14	@ 14
Tongues, 4 @ 5	@ 35	@ 35
Sweetbreads	@ 42	@ 40
Ox-tail, per lb.	@ 15	5 @ 10
Fresh tripe, H. C.	7 @ 8	@ 8
Fresh tripe, H. C.	@ 10	@ 8
Livers	@ 17	17 @ 22
Kidneys, per lb.	@ 20	@ 15

Veal.

Choice carcasses	@ 25	24 @ 26
Good carcasses	@ 20	23 @ 24
Good saddles	@ 30	25 @ 32
Good backs	@ 18	14 @ 17
Medium backs	@ 14	11 @ 12

Veal Products.

Brains, each	@ 12	@ 14
Sweetbreads	@ 75	@ 80
Calf livers	@ 55	52 @ 55

Lamb.

Choice lambs	@ 29	@ 32
Medium lambs	@ 27	@ 30
Choice saddles	@ 34	@ 34
Medium saddles	@ 32	@ 32
Choice fores	@ 24	@ 24
Medium fores	@ 23	@ 24
Lamb fries, per lb.	@ 33	@ 33
Lamb tongues, per lb.	@ 16	@ 15
Lamb kidneys, per lb.	@ 30	@ 30

Mutton.

Heavy sheep	@ 8	@ 10
Light sheep	@ 14	@ 16
Heavy saddles	@ 10	@ 12
Light saddles	@ 16	@ 18
Heavy fores	@ 7	@ 8
Light fores	@ 11	@ 14
Mutton legs	@ 18	@ 20
Mutton loins	@ 20	@ 20
Mutton stew	@ 10	@ 8
Sheep tongues, per lb.	@ 16	@ 15
Sheep heads, each	@ 12	@ 10

Fresh Pork, Etc.

Pork loins, 8 @ 10 lbs. avg	@ 27	@ 29
Picnic shoulders	@ 16 1/2	@ 15 1/2
Skinned shoulders	@ 17 1/2	@ 18
Tenderloins	@ 47	@ 50
Spare ribs	@ 13	11 1/2 @ 12
Back fat	@ 14	@ 13
Beacon butts	@ 22	@ 22
Hocks	@ 13	@ 10
Tails	@ 12	@ 10
Neck bones	@ 4	@ 4
Slip bones	@ 14	10 @ 12
Blade bones	@ 13	@ 13
Pigs' feet	@ 7	4 1/2 @ 5
Kidneys, per lb.	@ 11	@ 11
Livers	@ 7 1/2	6 @ 7 1/2
Brains	@ 14	@ 14
Ears	@ 7	@ 7
Snouts	@ 7	@ 7
Heads	@ 10	@ 8

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons	@ 29
Country style sausage, fresh in link	@ 22
Country style sausage, fresh in bulk	@ 20
Country style sausage, smoked	@ 24
Frankfurts in sheep casings	@ 25 1/2
Frankfurts in hog casings	@ 24
Bologna in beef bungs, choice	@ 21
Bologna in cloth, paraffined, choice	@ 18 1/2
Bologna in beef middles, choice	@ 20 1/2
Liver sausage in hog bungs	@ 19
Smoked liver sausage in hog bungs	@ 26
Liver sausage in beef rounds	@ 15
Head cheese	@ 18
New England luncheon specialty	@ 22
Mixed luncheon specialty	@ 21
Tongue sausage	@ 24
Blood sausage	@ 18
Polish sausage	@ 21 1/2
Souse	@ 16

DRY SAUSAGE.

Cervelat, choice, in hog bungs	@ 51
Thuringer Cervelat	@ 29
Farmer	@ 35
Holstein	@ 35
B. C. Salami, choice, in hog bungs	@ 50
B. C. Salami, new condition	@ 30
Prisase, choice, in hog middles	@ 46
Genoa style Salami	@ 19
Pepperoni	@ 18 1/2
Mortadella, new condition	@ 28
Capicola	@ 88
Italian style hams	@ 65
Virginia hams	@ 95

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate	@ 7.25
Large tins, 1 to crate	8.25
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate	8.50
Large tins, 1 to crate	9.50
Frankfurt style sausage in hog casings—	
Small tins, 2 to crate	8.00
Large tins, 1 to crate	9.00
Smoked link sausage in hog casings—	
Small tins, 2 to crate	7.50
Large tins, 1 to crate	8.50

SAUSAGE MATERIALS.

Regular pork trimmings	@ 10 1/2
Special lean pork trimmings	17 1/2 @ 18
Extra lean pork trimmings	20 @ 20 1/2
Neck bone trimmings	14 1/2 @ 15
Pork cheek meat	14 @ 14 1/2
Pork hearts	10 1/2 @ 11
Native boneless bull meat (heavy)	@ 11
Boneless chucks	@ 18
Shank meat	@ 17 1/2
Beef trimmings	@ 16
Beef hearts	@ 11
Beef cheeks (trimmed)	@ 15
Dressed canners, 300 lbs. and up	@ 13 1/2
Dressed canners, 350 lbs. and up	@ 13 1/2
Dr. bologna buns, 500 @ 700 lbs.	@ 15 1/2
Beef tripe	@ 6 1/2
Cured pork tongues (can. trim)	16 1/2 @ 17

SAUSAGE CASINGS.

(F. O. B. CHICAGO)

Beef casings:	
Domestic round, 180 pack	@ 45
Domestic round, 140 pack	@ 50
Wide export rounds	@ 55
Medium export rounds	@ 50
Narrow export rounds	@ 60
No. 1 weasands	17 1/2 @ 18
No. 2 weasands	@ 10
No. 1 bungs	@ 40
No. 2 bungs	@ 25
Regular middles	@ 1.10
Selected wide middles	@ 2.35
Dried bladders:	
12/15	@ 2.25
10/12	@ 2.00
8/10	@ 1.25
6/8	@ .85

Hog casings:	
Narrow, per 100 yds.	@ 2.75
Narrow, special, per 100 yds.	@ 2.00
Medium, regular, per 100 yds.	@ 1.20
Wide, per 100 yds.	@ 1.00
Extra wide, per 100 yds.	@ 1.25
Export bungs	@ .33
Large prime bungs	@ .23
Medium prime bungs	@ .12
Small prime bungs	@ .7
Middles	@ .18
Stomachs	@ .20

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	\$16.00
Honeycomb tripe, 200-lb. bbl.	23.00
Pocket honeycomb tripe, 200-lb. bbl.	24.00
Pork feet, 200-lb. bbl.	15.50
Pork tongues, 200-lb. bbl.	79.00
Lamb tongues, long cut, 200-lb. bbl.	78.00
Lamb tongues, short cut, 200-lb. bbl.	71.00

BARRELED PORK AND BEEF.

Jess pork, regular	\$29.50
Family back pork, 24 to 34 pieces	34.50
Family back pork, 35 to 45 pieces	34.50
Pocket honeycomb tripe, 200-lb. bbl.	24.00
Pork feet, 200-lb. bbl.	15.50
Pork tongues, 200-lb. bbl.	79.00
Lamb tongues, long cut, 200-lb. bbl.	78.00
Lamb tongues, short cut, 200-lb. bbl.	71.00

COOPERAGE.

Ash pork barrels, black iron hoops	\$1.57 1/2 @ 1.60
Oak pork barrels, black iron hoops	1.65 @ 1.67 1/2
Ash pork barrels, galv. iron hoops	1.77 1/2 @ 1.80
White oak ham tierces	@ 8.12 1/2
Red oak lard tierces	2.42 1/2 @ 2.46
White oak lard tierces	2.62 1/2 @ 2.68

OLEOMARGARINE.

Highest grade natural color animal fat	
margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago	@ 25
White animal fat margarines in 1-lb. cartons, rolls or prints, f.o.b. Chicago	@ 20 1/2
Net, 1-lb. cartons, f.o.b. Chicago	@ 17
(30 and 60-lb. solid packed tubs, 1c per lb. less.)	
Pastry, 60 lb. tubs, f.o.b. Chicago	@ 15

DRY SALT MEATS.

Extra short clears	@ 14
Extra short ribs	@ 14
Short clear middles, 60-lb. avg.	@ 16
Clear bellies, 18 @ 20 lbs.	@ 15
Clear bellies, 14 @ 16 lbs.	@ 15 1/2
Rib bellies, 20 @ 25 lbs.	@ 15
Rib bellies, 25 @ 30 lbs.	@ 14 1/2
Fat backs, 10 @ 12 lbs.	@ 11 1/2
Fat backs, 14 @ 16 lbs.	@ 11 1/2
Regular plates	@ 11 1/2
Butts	@ 9

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14 @ 16 lbs.	@ 30
Fancy skd. hams, 14 @ 16 lbs.	@ 31 1/2
Standard reg. hams, 14 @ 16 lbs.	@ 28 1/2
Picnics, 4 @ 8 lbs.	@ 21
Fancy bacon, 6 @ 8 lbs.	@ 34
Standard bacon, 6 @ 8 lbs.	@ 28 1/2
No. 1 beef ham sets, smoked	
Insides, 8 @ 12 lbs.	@ 50
Outsides, 5 @ 9 lbs.	@ 42
Knuckles, 5 @ 9 lbs.	@ 47
Cooked hams, choice, skin on, fattened	@ 45
Cooked hams, choice, skinned, fattened	@ 43
Cooked hams, choice, skinned, fattened	@ 46
Cooked picnics, skin on, fattened	@ 28
Cooked picnics, skinned, fattened	@ 29
Cooked loin roll, smoked	@ 48

ANIMAL OILS.

Prime edible lard oil (max. 1% f.f.a.)	@ 14 1/4
Headlight burning (max. 1/2% f.f.a.)	@ 12 1/4
Prime W. S. lard (max. 2% f.f.a.)	@ 11 1/4
Extra W. S. lard oil (2-4% f.f.a.)	@ 11 1/4
Extra lard (5-7% f.f.a.)	@ 10 1/2
Extra No. 1 lard (7-15% f.f.a.)	@ 10 1/2
No. 1 lard (15-20% f.f.a.)	@ 10 1/2
No. 2 lard (20-25% f.f.a.)	@ 10 1/4
Acidless tallow (1/2% f.f.a.)	@ 9 1/4
20° D. C. T. neatfoot (max. 1% f.f.a.)	@ 17 1/2
Pure neatfoot (max. 1% f.f.a.)	@ 13
Special neatfoot (max. 8% f.f.a.)	@ 11 1/2
Extra neatfoot (max. 12% f.f.a.)	@ 11 1/4
No. 1 neatfoot (max. 18% f.f.a.)	@ 10 1/2
Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.	

LARD.

Prime steam	@ 12.17 1/2
Prime steam, loose	@ 11.25
Kettle rendered, tierces	@ 12.00
Refined lard, boxes, N. Y.	@ 12.87 1/2
Leaf, raw	@ 11.00
Neutral, in tierces	@ 13.25
Compound, acc. to quantity	11.25 @ 11.50

OLEO OIL AND STEARINE.

Oleo oil, extra, in tierces	10 1/2 @ 10 1/4
Oleo sticks	9 1/2 @ 9 1/4
Prime No. 1 oleo oil	@ 9 1/2
Prime No. 2 oleo oil	@ 9 1/2
Prime No. 3 oleo oil	@ 9 1/2
Prime oleo stearine, edible	9 1/2 @ 10

TALLOW AND GREASES.

Edible tallow, under 1% acid, 45 titre	8 1/2 @ 8 1/4
Prime packers tallow	8 @ 8 1/4
No. 1 tallow, 10% f.f.a.	7 1/2 @ 7 1/4
No. 2 tallow, 40% f.f.a.	6 1/2 @ 6 1/4
Choice white grease	8 @ 8 1/4
A-White grease	7 1/2 @ 7 1/4
B-White grease, max. 3% acid	7 1/2 @ 7 1/4
Yellow grease, 10 @ 15% f.f.a.	6 1/2 @ 7 1/4
Brown grease, 40% f.f.a.	6 1/2 @ 6 1/4

VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Valley points, none, prompt	7 1/2 @ 8
White, deodorized, in bbls., c.a.f. Chgo. 10 1/2	@ 10 1/2
Yellow, deodorized, in bbls.	10 1/2 @ 10 1/4
Soap stock, 50% f.f.a., f.o.b.	2 1/2 @ 2 1/4
Corn oil, in tanks, f.o.b. mills	@ 8
Soya bean, f.o.b. mill	8 1/2 @ 8 1/4
Cocconut oil, seller's tanks, f.o.b. coast	@ 7 1/2
Refined in bbls., c.a.f., Chicago, nom.	9 1/2 @ 9 1/4

SPICES.

(These prices are basis f.o.b. Chicago.)

	Whole.	Ground.
Allspice	31	34
Cinnamon	14	18
Cloves	37	41
Coriander	6 1/2	9
Ginger		19
Mace	1.00	1.05
Nutmeg		36
Pepper, black	39	43
Pepper, Cayenne		7 1/2
Pepper, red		24
Pepper, white	66	70

Retail Section

Inexpensive Meat Store Advertising Any Dealer Can Use

The retailer who goes after business, other things being equal, is the one who gets it.

The day has passed when a meat dealer can prosper who expects trade in large volume to come to him without effort on his part.

He must not only know meats, how to price them, and how to operate his store efficiently, but he must also know how to merchandise.

Good merchandising is particularly necessary at this time. With meat dealers adding new lines and grocery stores adding meat departments, the struggle to attract and keep business is becoming keener.

The addition of a new line in the meat store offers the opportunity for the dealer to inject new thoughts and sales talks in his advertising.

In this connection, inserts in the meat packages going out of the store can be used to advantage to call attention to the added lines being carried and the added convenience the store is offering in enabling housewives to buy more of their table needs under one roof and at one call.

Merchandising Meats

By E. J. Clary.

Bundle inserts, printed wrapping paper, etc., are not new to the retail meat trade.

They are used here and there, but in very few instances has the trade worked the idea to its full possibilities.

That advertising and publicity of the most valuable kind, at a price below almost any kind of meat shop mediums, can be secured in various ways by making the parcels carry the message, has been proved by a meat store in the East. This idea actually took root in another line of business, but has lent itself readily and effectively to the meat business.

The many advantages in reaching customers directly through deliveries to them, whether it is a cash and carry store or not, are realized when a close study of the matter is made. It has been found, for instance, that:

1.—Advertising in or on parcels,

carried or delivered, reach and appeal to the meat dealer's customer effectively.

2.—Is the least expensive form of advertising.

3.—Moves meats that ordinarily sell slowly.

4.—Goes far beyond the customer in its effect.

Perhaps a brief description of just how many varied forms of parcel advertising have proved of value in the trade, may be of first interest.

Quality Packages Pay.

Novelty has been the guiding principle. The ordinary printed wrapping sheet or roll isn't enough today.

Highly colored special papers that attract attention and bear the name and slogan of the shop have proved to be of value.

Especially printed wrapping tapes, of unusual color and with fancy and outstanding printing, have attracted attention and stamped the name of the store on the buyer's mind.

A selected specialty on sale that needs pushing has been advertised effectively on the wrapping paper.

A shop's moving plans, with date and new address, have been covered briefly on all wrapping paper used by a meat dealer in Brooklyn, N. Y., beginning 60 days previous to the move and continued for 30 days thereafter.

Specials, particularly when they are features of a given day of the week, are being advertised to the trade by a meat dealer in New York City. A stock notice of this "every Friday spe-

cial" is printed on his wrapping paper and has been a trade builder for the week-end.

Many Prospects Reached.

Gummed seals, printed in bright colors, advertising the business by name and used to seal every parcel, has the advantage of attracting the eye of every buyer, since to open the package most easily the seals have to be broken.

One scheme was to put in every parcel a slip-in printed in large type, to this effect: "YOU BOUGHT THIS AT BLANK'S. IT'S AT THE CORNER OF MAIN AND CHESTNUT STREETS. IF YOU ARE SATISFIED, TRY AGAIN."

One shop furnished an excellent grade of fine wrapping paper, used it in liberal quantities on each parcel and pasted a gummed seal over every parcel wrapped, reading: "Save this paper—it's extra quality and will safely and neatly wrap your next parcel." The wrapping paper bears, prominently, the trademark, name and address of the shop sending it out.

Wrapping Paper Advertising.

It was found that the average person is reluctant to toss away a really high grade sheet of stout wrapping paper which comes off the package intact. The result is that this wrapper is used again and often several times before it becomes scrap for the bonfire. And, on its travels, it carries the advertisement of the original owner.

The above, and many similar methods of advertising through parcels in the trade, offer the dealer an opportunity to use his imagination and advertising sense.

Now, as regards the effect of this advertising and its cost, a few points are important to remember.

And then, also, the fact that parcel advertising reaches people who already are buyers—if not always customers—is a thing in its favor. Something to register in the buyer's mind just where he made his or her purchase is important and, repeated many times, results in store publicity.

Good Paper is Kept.

But wrapping paper travels much further, as a rule, than the first customer. In most households, good quality wrapping paper is carefully stowed away and used again. And it may be used a third and fourth time—if it is good.

That is one strong argument for buying extra quality parcel paper and getting the name of the store prominently printed thereon. A dealer who appears to have the most experience in this form of advertising had this to say:

Meat Messages in Packages

One retailer in Chicago permits no order to go out of his store without there being included with it, in a grease-proof envelope, some message on his meats or service, or some information on foods of value to the housewife.

He has a week's supply of these printed at one time and changes the copy frequently.

He does other kinds of advertising also, but it is his opinion that these inserts are the most valuable as a means of winning good will and keeping and holding trade.

"But," he says, "ordinary stuff will not do. It must be printed attractively and the message must be interesting. Receipts and information on meats are especially valuable. Also, housewives like to know about unusual meat dishes and out-of-the-ordinary ways of preparing the standard cuts."

"Where the customer travels home by bus, trolley or train, carrying one of our parcels, we know that from 100 to 500 persons will see and read our name on the outside, because the paper is so printed and colored as to attract the eye and arouse curiosity. Get in a bus and see a half dozen of our parcels in view and, whether you know us or not, you will get the impression that we have a pretty healthy trade.

"Upon this basis, we can fairly claim that one such parcel will attract the attention of 500 persons. And we figure that the cost per person is so small a fraction of a cent that it would take an arithmetician to put it down. But it is highly important to have the paper colored and printed so as to attract attention without being so conspicuous that it offends the customer using it and others who may see it."

Inserts Not Expensive.

It is seen that a distinctive, printed parcel alone is a form of advertising that few in the trade can afford to ignore.

Dealers who have used bundle inserts often complain of the trouble and time necessary to handle them. This trouble and time is insignificant when it is compared to the results possible through the right sort of a wrap-in.

It is true that ordinary printed slips, void of selling ideas, may attract little attention and fall to the floor unnoticed. But when the wrap-in carries a selling proposition—one that the customer can act on—it is a different matter.

It always is possible to make definite offers and give prices, even using some form of illustration where possible to do so. Such things lie around the customer's home and also find their way to other places nearby where they are read by others.

No dealer in the trade should go in for this kind of advertising unless he is ready to work out something distinctive, especially applicable to his own business and done in a way that is not too cheap.

Then, too, it is necessary to spread the campaign over a long period of time in order to get results. Quantity purchases of parcel wrapping materials and bundle inserts come cheaper than small quantities anyway.

NEWS OF THE RETAILERS.

W. H. Armentrout, Vicksburg, Mich., has sold his meat and grocery business to Russell Swihart.

L. Striker has disposed of his meat business at 22 W. 8th st., Anderson, Ind., to C. F. Kinley.

Wm. Defford is engaging in the meat business in Oolitic, Ind.

Harry Platt has purchased the West Pike Street meat market at Martinsdale, Ind., from Chas. C. Hicks.

J. W. King, Frankfort, Ind., has been

succeeded in the meat and grocery business by V. A. Pruitt.

The Austin Schnase meat market, Kellogg, Ida., is reported sold.

Emil Hoffmann has purchased a part interest in the meat market of Louie Roelle at Twisp, Wash.

Charles A. Kee has engaged in the meat and grocery business at 600 S. Wenatchee ave., Wenatchee, Wash.

E. W. Bigelow has sold his Sanitary Meat Market, Sedro, Woolley, Wash., to Claude E. Ashton.

L. C. Shaw has engaged in the meat and grocery business at 6608 Foster Road, Portland, Ore.

Chas. Luft has purchased the interest of E. R. Charvat in the meat market of Luft & Charvat, Malden, Wash.

J. O. Price has engaged in the meat business at Rickreall, Ore.

H. L. Jay has opened a meat market in Monticello, Ill.

Buehler Brothers' meat market has opened at 217 North Main st., Kokomo, Ind.

Frank Hill has purchased the Numa meat market, Brown City, Mich., from G. M. Terry of Almont.

The Kroger Grocery and Baking Co. has leased the property at 3611 Electric ave., Port Huron, Mich., and will open a grocery store and meat market.

Rolla T. Vliet opened a meat market in Mellette, S. D.

Lawrence La Sage purchased the meat market of Mr. Teck, Darien, Wis.

Philip P. Schneider has purchased the Broadway meat market, Menomnie, Wis., from Arvetts Tillison.

H. L. Jay has opened a new meat market in Monticello, Ill.

Arnold Haverer and Carl Blazer bought a grocery and meat market in Briceyn, Minn.

Tell This to Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

THERMOMETERS FOR COOKING.

Many housewives buy better quality meat than shank meat to cook when making soup, and then serve it as a substantial part of the evening meal. However, it is not generally understood how important a part temperatures play in thus preparing a meal.

Since the sale of meat depends in large part on success in its cooking, it would pay retail meat dealers to give their customers the following information on preparing soup meats for the table.

In serving better grade meat as a main part of the meal, after it has been used to make soup, the cooking should not be so extensive and never above 180 degs. F. This temperature is well below the boiling point, of course, and not easy to regulate without a thermometer manufactured for the purpose.

A thermometer in the kitchen is always of value, and in cooking meat it would save considerable fuel and avoid unsatisfactory cooking. When it is used, the time that meat is cooked can easily be determined, thus removing guesswork from the process.

All meat manufacturing establishments use thermometers continually and would not think it safe to proceed without their guidance.



CARVING BAKED STUFFED HEART, AN APPETIZING DISH.

Meat dishes made of hearts—either beef, veal or pork—are too seldom included in the family menu, largely because few housewives know how to buy or prepare hearts for the table. Here is where the retail meat dealer can render good service by educating his customers into a proper appreciation of hearts in the diet.

One popular and appetizing way of preparing hearts for the table is by stuffing and backing them. After stuffing, small lardoons or bits of fat pork should be inserted in the lean meat so that the fat penetrates the meat tissues. Sear the hearts on all sides, using clear bacon fat or meat drippings.

Place in a casserole or baking dish, add a cup of water or a cup of meat or vegetable stock, and bake in a moderate oven at 300 degs. F. until tender. Beef hearts require 2½ to 3 hours; veal hearts, 1½ to 2 hours. Half an hour before the meat is done, add to the pan liquid a small minced onion, a small finely chopped carrot and a tablespoonful of chopped celery.

With the hearts serve browned whole onions, steamed carrots and escalloped potatoes, all of which can be cooked in the same oven with the meat. Tart apple or other jelly will make the course in the meal complete.

New York Section

NEW YORK NEWS NOTES.

K. D. Fogg, small stock department, Swift & Company, central office, is on a motor trip.

T. G. Lee, vice president, Armour and Company, Chicago, visited New York during the past week.

Miss E. Klapp, secretary to U. P. Adams, district manager, Armour and Company, is on her vacation.

J. A. Hetherington, assistant superintendent, Armour and Company, New York, is enjoying a well-earned vacation.

C. D. Campbell, manager of the North 6th Street, Brooklyn, branch of Wilson & Co., is spending his vacation in Ohio.

J. A. Kerr, smoked meats department, Armour and Company, is spending his vacation at Sky Top in the Poconos.

J. A. Young, pork superintendent, Joseph Stern & Sons plant, is on a three weeks' business trip throughout New England.

Joseph O'Neil, fresh pork department, Otto Stahl branch of Stahl-Meyer, Inc., is spending his vacation in the Catskills.

J. C. Hormel, vice president and general manager, George A. Hormel & Co., Austin, Minn., has been spending a little time in New York.

Wilson & Co. has had as Chicago visitors during the past week J. J. Wilke, margarine department, and R. P. Kelley, curled hair department.

The latest information from G. A. Schmidt, president of Stahl-Meyer, Inc., is that he and his family are now in Switzerland and enjoying their visit to the old world.

D. G. Cummins, assistant marketing specialist, Bureau of Agricultural Economics, New York office, is spending his vacation motoring to points of interest locally.

Edward Maubey, associated for more than forty years with F. A. Ferris Co., and in charge of the shipping department, celebrated his sixty-seventh birthday last week.

O. F. Benz, director of sales of the Du Pont Cellophane Company, accompanied by Mrs. Benz, sailed for Europe on July 12. They will make a trip through England, France and Germany, returning in about six weeks.

David Hedge, foreman of the packing department, F. A. Ferris Co. branch of Stahl-Meyer, Inc., recently completed fifty years of service with the company. He is now on his vacation, which he is spending in the White Mountains.

William Schmidt, outside salesman, Otto Stahl branch of Stahl-Meyer, Inc.,

is receiving the hearty congratulations of his many friends in the trade—he has become the father of twins, a boy and a girl. Mrs. Schmidt before her marriage was Elsie Mink and was also employed by Otto Stahl, Inc.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending July 20, 1929: Meat.—Brooklyn, 7 lbs.; Manhattan, 177 lbs. Poultry and Game.—Manhattan, 8 lbs.

The trade was shocked last week by news of the sudden death of Mayer Meyer, well-known wholesale meat dealer. He was found dead in the icebox of his plant at 457 Westchester avenue, Bronx, where he had hanged himself. Business worries and ill health are presumed to have been the cause of the act.

Max Trunz, president of Trunz Pork Stores, Inc. just returned with his family from an extended trip abroad. Although Mr. Trunz has many relatives and friends in Europe and enjoyed his visit immensely, he is most enthusiastic in his statement that "there is no place like home; no flag as inspiring as Old Glory and no country as progressive as the United States."

The Louis Meyer branch of Stahl-Meyer, Inc., have recently signed contract with the Auer Construction Company of Brooklyn, for the erection of another floor to their present plant, which will give them in the neighborhood of 30,000 square feet additional, and enable them to handle their increased manufacturing more efficiently. The new floor will be ready by the first of December, and will cost \$125,000.

Nathan Strauss formally took over the Roth chain of stores on July 18th. These stores together with those of Nathan Strauss, Inc., will be operated under the supervision of Nathan Strauss, chairman of the board and the new company will be known as the Strauss-Roth Stores, Inc. Irving Schapp, president and Roy Cohen, vice president are touring Massachusetts on an inspection of the recently acquired stores, while M. M. Rosenthal, secretary, will visit those in Pennsylvania the coming week.

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended July 20, 1929:

	Week ended July 20.	Prev. week.	Cor. week.
Western dressed meats:			
Steers, carcasses	2,301	2,579	2,056
Cows, carcasses	760	819	1,055
Bulls, carcasses	422	337	216
Veals, carcasses	1,328	1,179	2,407
Lambs, carcasses	9,008	9,780	9,718
Mutton, carcasses	1,141	740	1,068
Pork, lbs.	355,292	334,911	387,102
Local slaughters:			
Cattle	1,328	1,610	1,078
Calves	1,977	1,872	2,373
Hogs	6,485	14,171	14,767
Sheep	13,293	6,806	5,281

AMONG RETAIL MEAT DEALERS.

The New York State Association of Retail Meat Dealers has been in correspondence with the various Chambers of Commerce throughout the State with a view to forming retail associations in towns of over 25,000 population. At the present time they have circularized Albany and Kingston, and have got such a splendid response from the retail dealers of Albany that it is expected to organize a branch there at an early date. Kingston will be the next, and it is hoped that many other cities will join the state association. L. O. Washington is putting forth some real energy in the formation and carrying out of these plans.

An interesting meeting of the Bronx Branch was held last week. Among the visitors was Joseph Dunn, representing the Commissioner of Markets. During his talk Mr. Dunn invited the members to visit the new terminal market in the Bronx, which invitation will be accepted at a later date. Another visitor was state president David Van Gelder, who also addressed the meeting. The next meeting of the Branch will be on Wednesday, August 21st.

Mrs. Kalman Papp has been spending some time at Wilkesbarre, Pa., where she attended the wedding of her niece.

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York, for week ended July 20, 1929, with comparisons:

	Week ended July 20.	Prev. week.	Cor. week.
Westn. drsd. mts:			
Steers, carcasses	8,526	7,225	1928.
Cows, carcasses	541	642	6,978
Bulls, carcasses	12	40	103
Veals, carcasses	6,532	8,186	9,813
Lambs, carcasses	23,505	19,546	23,824
Mutton, carcasses	2,379	2,118	1,961
Beef cuts, lbs.	497,737	417,217	178,222
Pork cuts, lbs.	1,329,430	1,424,871	901,259
Local slaughters:			
Cattle	8,534	8,444	8,312
Calves	14,332	13,474	13,305
Hogs	33,863	34,179	39,853
Sheep	60,354	65,890	50,191

CORNED BEEF IMPORTS.

During May there were exported from Buenos Aires to the United States 5,088,248 lbs. of tinned corned beef, valued at \$610,920, according to the U. S. Department of Commerce. During the same time exports of tinned roast beef amounted to 126,120 lbs., valued at \$17,166.

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal and city inspection at Boston for the week ended July 20, 1929, with comparisons:

	Week ended July 20.	Prev. week.	Cor. week.
Western dressed meats:			
Steers, carcasses	2,433	2,249	2,426
Cows, carcasses	1,116	1,300	1,244
Bulls, carcasses	19	33	55
Veals, carcasses	882	861	1,468
Lambs, carcasses	15,675	13,195	11,797
Mutton, carcasses	770	701	965
Pork, lbs.	521,556	220,836	294,312
Local slaughters:			
Cattle	1,336	1,259	1,059
Calves	1,286	1,420	1,466
Hogs	13,890	14,941	10,772
Sheep	6,789	5,170	5,390

Watch the "Wanted" page for opportunities.

Do You Cure Corned Beef?

Do you wish to create a big demand for this highly profitable item? Do you wish to make a corned beef with such an appetizing zesty flavor that your customers are bound to come back for more? Have you difficulty in curing enough corned beef to take care of your trade? NEVERFAIL, the perfect Cure (Reg. U. S. & Can. Pat. Off.) is the answer to

all your curing problems. A rich, red, corned beef with a flavor and taste of such surpassing goodness that insures repeat sales, cured in three to five days.

Our thousands of customers throughout the world are proof of the merit of NEVERFAIL. Once tried, always used.

Write us for full particulars.

Makers of the genuine H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), Chili Con Carne and Rouladen Delicatessen Seasonings

H. J. MAYER & SONS CO.

6819-23 S. Ashland Ave., Chicago, Ill.
Canadian Plant, Windsor, Ont.

The Man Who Knows



The Man You Know

Uncle Jake Says—



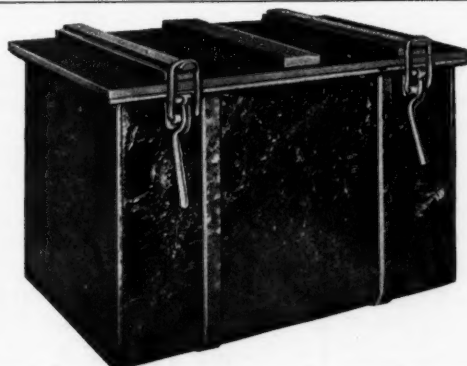
"Whenever a man gets a notion into his head that he is indispensable, then is the time for him to grab his rubbers because he is due for a long, long slide."

Our

KVP Genuine Vegetable Parchment
Ham and Bacon Wrappers have proven themselves to be what we say they are, therefore, you are taking no chance of slipping when you use them.

KALAMAZOO VEGETABLE PARCHMENT CO.

KALAMAZOO, MICHIGAN



Self-Clamping Handles

No Jack or Pin Needed

Simply close the lid—adjust and lower the handles. Your Curing Box is tightly closed to stay! Think of the time and trouble this new Curing Box saves you.

Made of 12-gauge steel with seams lap-welded. Heavily galvanized after fabrication. Easy to clean—hard to wear out.

The biggest improvement in Curing Boxes in years. Write for details and prices.

George Leisenheimer Co.

357-359 Maujer St., Brooklyn, N. Y.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, good	\$14.75@15.35
Steers, medium	12.50@14.75
Cows, common and medium	7.00@9.50
Bulls, medium	6.75@10.25

LIVE CALVES.

Vealers, good to choice	10.00@19.00
Vealers, medium	11.50@16.00

LIVE SHEEP AND LAMBS.

Lambs, good to choice	\$14.75@15.25
Lambs, medium	13.00@14.50
Lambs, common	9.75@13.00
Ewes, medium to choice	5.00@7.50

LIVE HOGS.

Hogs, 100-210 lbs.	\$ @12.50
Hogs, medium	@12.50
Hogs, 120 lbs.	@12.35
Roughs	@11.00
Good Roughs	@11.50

DRESSED HOGS.

Hogs, heavy	@13
Hogs, 150 lbs.	@13
Pigs, 80 lbs.	@18½
Pigs, 80-140 lbs.	@18

DRESSED BEEF.

CITY DRESSED.

Choice, native heavy	26½@27½
Choice, native light	27@27½
Native, common to fair	24½@26

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	25@26
Native choice yearlings, 400@600 lbs.	25@26½
Good to choice heifers	24@25
Good to choice cows	22@23
Common to fair cows	20@21
Fresh bologna bulls	17@18

BEEF CUTS.

	Western.	City.
No. 1 ribs	@32	32 @34
No. 2 ribs	28 @30	30 @31
No. 3 ribs	25@27	28 @29
No. 1 loins	@40	42 @44
No. 2 loins	36 @38	36 @41
No. 3 loins	30 @35	32 @35
No. 1 hinds and ribs	31 @33	32 @34
No. 2 hinds and ribs	30 @31	30 @31
No. 3 hinds and ribs	28 @29	29 @29
No. 1 rounds	27 @27	27 @28
No. 2 rounds	24 @26	26 @26
No. 3 rounds	22 @25	25 @25
No. 1 chuck	23 @24	23 @24
No. 2 chuck	21 @22	22 @22
No. 3 chuck	19 @20	20 @21
Bologna	17 @18	18½ @19
Rolls, reg., 6@8 lbs. avg.	22 @23	22 @23
Tenderloins, 4@6 lbs. avg.	60 @70	60 @70
Tenderloins, 5@6 lbs. avg.	80 @90	80 @90
Shoulder clods	10 @11	10 @11

DRESSED VEAL AND CALF.

Prime veal	@31
Good to choice veal	28 @30
Med. to common veal	15 @21
Good to choice calves	21 @25
Med. to common calves	17 @21

DRESSED SHEEP AND LAMBS.

Lambs, prime	@33
Lambs, good	@32
Sheep, good	@21
Sheep, medium	@15

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	26 @27
Pork tenderloins, fresh	@60
Pork tenderloins, frozen	@55
Shoulders, city, 10@12 lbs. avg.	17 @18
Shoulders, Western, 10@12 lbs.	18 @19
Butts, boneless, Western	28 @30
Butts, regular, Western	24 @25
Hams, Western, fresh, 10@12 lbs. avg.	27 @28
Hams, city, fresh, 8@10 lbs. avg.	28 @29
Picnic hams, Western, fresh, 6@8 lbs.	28 @29
average	18 @19
Pork trimmings, extra lean	25 @26
Pork trimmings, regular, 50% lean	15 @16
Spareribs, fresh	21 @22

SMOKED MEATS.

Hams, 8@10 lbs. avg.	27 @28
Hams, 10@12 lbs. avg.	27 @28
Hams, 12@14 lbs. avg.	26½ @27½
Picnics, 4@6 lbs. avg.	18 @19
Picnics, 6@8 lbs. avg.	17½ @18½
Rollettes, 6@8 lbs. avg.	18½ @19½
Beef tongue, light	32 @34
Beef tongue, heavy	34 @36
Bacon, boneless, Western	23 @24
Bacon, boneless, city	22 @23
Pickled bellies, 8@10 lbs. avg.	19 @20

FANCY MEATS.

Fresh steer tongues, untrimmed	30c a pound
Fresh steer tongues, l. c. trm'd	42c a pound
Sweetbreads, beef	70c a pound
Sweetbreads, veal	\$1.00 a pair
Beef kidneys	20c a pound
Mutton kidneys	11c a pound
Livers, beef	35c a pound
Oxtails	16c a pound
Beef hanging tenders	28c a pound
Lamb fries	10c a pair

BUTCHERS' FAT.

Shop fat	@2
Breast fat	@4
Edible suet	@5½
Cond. suet	@4½

GREEN CALFSKINS.

	5-9	9½-12½	12½-14	14-18	18 up
Prime No. 1 veals	21	2.30	2.50	2.70	3.75
Prime No. 2 veals	19	2.10	2.25	2.45	3.50
Buttermilk No. 1	18	1.95	2.15	2.35	
Buttermilk No. 2	16	1.75	1.90	2.10	
Branded Gruby	10	1.15	1.20	1.40	1.95
Number 3					At value

LIVE POULTRY.

Fowls, colored, per lb. via freight	30 @32
Ducks	@30

BUTTER.

Creamery, extras (92 score)	@42
Creamery, firsts (88 to 90 score)	39½ @40½
Creamery, seconds (84 to 87 score)	38½ @39
Creamery, lower grades	37 @38

EGGS.

(Mixed colors.)

Extras, dozen	34½ @35
Extra firsts, doz.	33½ @34
Firsts, doz.	32½ @33
Checks	24½ @26

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	32 @35
Western, 48 to 54 lbs. to dozen, lb.	32 @34
Western, 43 to 47 lbs. to dozen, lb.	31 @33
Western, 36 to 42 lbs. to dozen, lb.	30 @32
Western, 30 to 35 lbs. to dozen, lb.	29 @31

Fowls—fresh—dry pkd.—12 to box—prime to fecy:	
Western, 60 to 65 lbs. to dozen, lb.	@36
Western, 48 to 54 lbs. to dozen, lb.	@35
Western, 43 to 47 lbs. to dozen, lb.	@34
Western, 36 to 42 lbs. to dozen, lb.	@33
Western, 30 to 35 lbs. to dozen, lb.	@32

Ducks—	
Long Island, per lb.	21 @24

Turkeys—	
Western, toms, fair to good	30 @40
Western, hens, fair to good	30 @39

Squabs—	
White, ungraded, per lb.	40 @50

Chickens, roasters—fros.—12 to box—prime to fecy:	
Western, 60 to 65 lbs. per lb.	40 @43
Western, 48 to 54 lbs. per lb.	37 @39
Western, 43 to 47 lbs. per lb.	35 @37
Chickens, fryers—fros.—12 to box—prime to fecy:	
Western, 36@42 lbs. per lb.	35 @37

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended July 18, 1929:

	July 12	13	15	16	17	18
Chicago	40½	40½	40½	40½	40½	40½
New York	42	42	41½	41½	42	42½
Boston	42½	42½	42½	42½	42½	42½
Phila.	43	43	42½	42½	43	43½

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago:

	40½	40½	40½	40½	40½	40½
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Receipts of butter by cities (tubs):

	Wk. to Prev.	Last	—Since Jan. 1—
	July 18, week.	year.	1929.

Chicago	49,598	57,816	44,082
N. Y.	70,722	79,298	70,519
Boston	24,880	24,339	28,621
Phila.	21,161	21,212	17,153

Total 166,351 182,065 169,325 5,446,152 5,238,099

Cold storage movement (lbs.):

	In	Out	On hand	Same
	July 17.	July 17.	July 19.	last year.
Chicago	324,236	25,050	23,656,791	18,668,106
New York	379,060	44,546	17,077,190	10,671,417
Boston	108,576	30,757	8,135,100	8,018,018
Phila.	61,925	18,681	5,525,159	5,279,116

Total 870,497 119,934 54,394,246 42,637,557

FERTILIZER MATERIALS.
BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs.	@ 2.13
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	@ 2.30
Blood, dried, 15-16% per unit	@ 4.19
Fish scrap, dried, 11% ammonia 10%	
B. P. L. f.o.b. fish factory	4.00 & 10c
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	4.75 & 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory	3.50 & 50c
Soda Nitrate, in bags, 100 lbs. spot	@ 2.19
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	4.25 & 10c
Tankage, unground, 9@10% ammo	4.00 & 10c

Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@ \$28.00
Bone meal, raw, 4½ and 50 bags, per ton	@ 30.50
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% fat	@ 0.50

Potash.

Manure salt, 20% bulk, per ton	@12.50
Kalnit, 12.4% bulk, per ton	@ 9.10
Muriate in bags, basis 80%, per ton	@36.75
Sulphate in bags, basis 90%, per ton	@47.75

Beef.

Cracklings, 50% unground	@ 1.00
Cracklings, 60% unground	@ 1.10

Meat Scraps, Ground.

50%	@58.00
55%	@62.00

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.	\$5.00@125.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	@ 85.00
Black or striped hoofs, per ton	45.00@ 50.00
White hoofs, per ton	@ 75.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@110.00
Horns, according to grade	75.00@200.00

NEW YORK LIVESTOCK.

Receipts of livestock at New York markets for week ended July 20, 1929, are officially reported by the U. S. Bureau of Agricultural Economics as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,021	8,192	2,231	46,839
Central Union	2,373	1,430		13,696
New York	501	4,587	15,518	6,452
Total	6,895	14,200	17,749	67,367
Previous week	7,477	13,149	20,643	69,171
Two weeks ago	6,802	13,531	17,575	58,585

Lincoln Farms Products Corporation
Collectors and Renderers ofBones FAT Skins
Manufacturer of Poultry Feeds

Office: 407 E. 31st St.
NEW YORK CITY

Phone: Caledonia 0114-0124

Factory: Fisk St., Jersey City, N.J.

Emil Kohn, Inc.
Calfskins

Specialists in skins of quality on consignment. Results talk! Information gladly furnished.

Office and Warehouse
407 East 31st St.
NEW YORK, N. Y.
Caledonia 0115-0114

1929.

@ 2.15

@ 2.30

@ 4.10

0 & 10c

5 & 10c

0 & 50c

@ 2.10

5 & 10c

0 & 10c

@ \$28.00

@ \$6.50

@ 9.50

@ 12.50

@ 9.10

@ \$6.75

@ 47.75

@ 1.00

@ 1.10

@ \$8.00

@ \$2.00

NS.

00@125.00

@ 85.00

00@ 50.00

@ 75.00

@ 110.00

00@200.00

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W York

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